

GRAIN DEALERS JOURNAL

Vol. XLVI. No. 7.

Chicago, Ill., U. S. A., April 10, 1921.

Price \$2.00 Per Year. 15 Cents Per Copy.

It Can Be Done

by
Harry Newman Tolles
Vice-President
of
The Sheldon School

The fellow who says it can't be done is usually interrupted by someone doing it—*It can be done.*

The reason some men accomplish more than others is because they approach the difficult task differently. They begin by saying, "*It can be done.*"

Three golf players started to drive across a water hazard. Two of the fellows dug out old balls so, if they failed to clear the water, they would not lose a valuable ball. They had their thoughts on losing, and lost. The other player picked his very best ball and fixed his eye a way beyond the water and thought only of winning, and won. He staked his very best on—*it can be done.*

Hazards are manufactured in golf to make the game more difficult, hence more interesting. Business would lose all its joy if the difficult hazards were removed. The real business man goes at it in the spirit of—*it can be done.*

There could be no salesmanship if there were no objections to overcome. It would be simple order-taking. The first person to whom a salesman must sell his proposition is himself; second, he must sell himself to his prospective purchaser. Now, when the salesman believes in his "goods", and the other fellow believes in him, it is an easy matter to get the customer to believe what the salesman believes. In that way sales are made. The salesman must believe—*it can be done.*

Every business man today has his problems. They are vastly different than those of yesterday. He can and will win only as he approaches them in the spirit of—*It can be done.*

Tennessee Red Cedar Posts ~

I want every grain dealer in the country to know that DYE'S TENNESSEE RED CEDAR POSTS are the best fence posts on the market today.

THE PRICE is down to rock bottom and the dealer who places his order NOW for a carload will find that he will quickly dispose of them.

THE DEMAND this year will be exceptionally heavy, and we are prepared to take care of it—in any quantity, anywhere.

EVERY POST that we produce carries my personal guarantee that it is of genuine Tennessee Red Cedar, 100 per cent live and as good a post as the country produces.

RIGHT NOW I have a proposition of most importance to offer dealers. Write today for the particulars. Specify the sizes and lengths in which you are interested. Prices delivered to your station will be quoted promptly.

REMEMBER, these posts are not only of the best quality obtainable, but the price is one that your trade will find highly attractive. Get ready for the big demand.

Respectfully,
WILLIS B. DYE.

We have an attractive proposition to offer high class commission salesmen. Get in touch with our general offices at Kokomo.

We also Manufacture Tennessee Aromatic Red Cedar Lumber

General Offices, KOKOMO, IND., U. S. A. Address Dept. 32

Southern Offices, Nashville, Tenn., U. S. A.

(Shipping Yards Located at Seven Points in Tennessee)



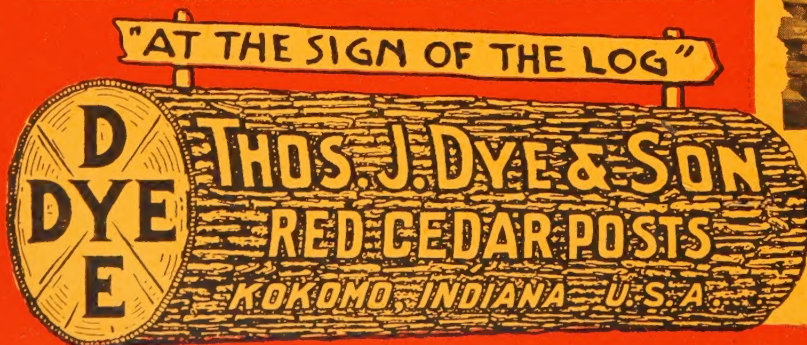
Willis B. Dye Gen. Mgr.
THOS. J. DYE & SON
KOKOMO, INDIANA

Dye says:

The growth and development of our company is founded strictly upon fair dealing. I mean everything I say about our Tennessee Red Cedar Posts, and I stand squarely behind every statement as to size, price and quality.



A snapshot of one of the hundreds of piles of Red Cedar Posts in our Tennessee yards, ready for shipment. We control thousands of acres of the best Tennessee Red Cedar timber lands and have seven mills in full operation twelve months in the year. We are ready to handle an order for any quantity, anywhere. Carload lots or under.



Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.

ATCHISON, KANS.

Blair Elevator Co., receivers and shippers.*
Moore-Lawless Grain Co., cosgmts., futures, pvt. wires.*

ATLANTA, GA.

Commercial Exchange Members.
Gregg & Son, J., wholesale brokers, grain, hay.*

AUGUSTA, GA.

Board of Commerce Members.
Clark Milling Co., dealers grain & feedstuffs.*
Cranston & Co., A., brokers, grain, hay, feed.
Dunbar & Co., H. S., grain, hay, feed, flour, brokers.
Eve & Co., H. C., grain, grain pdts., mdse., brokers.
Fletcher & Co., W. W., brokers, hay, grain, flour, feed.
Lamb & Hollingsworth, brokers, grain, flour, feed.*

BALTIMORE, MD.

Chamber of Commerce Members.
Baltimore Grain Co., grain receivers, exporters.*
Blackburn & Co., C. P., grain receivers, exporters.*
Dennis & Co., grain merchants.*
England & Co., Chas., grain, hay.*
Fabey & Co., John T., grain receivers and exporters.*
Gill & Fisher, receivers and shippers.*
Hammond, Snyder & Co., Inc., receivers, exporters.*
Hax & Co., G. A., grain, hay, seeds.*
Jones & Co., H. C., receivers, shippers, exporters.*
Lederer Bros., grain receivers.*
Robinson & Jackson, grain commission merchants.*
Steen & Bro., E., grain receivers and exporters.*

BIRMINGHAM, ALA.

Birmingham Grain Co., grain, feed, flour.*
Hemphill & Co., R. C., mdse. & grain brokers.
Montgomery Brokerage Co., grain, gr. pdts., hay, mdse.
Western Grain Co., mfrs. mxd. feed, crn. meal, grits.*

BOSTON, MASS.

Chamber of Commerce Members.
Benzaguin, Matthew D., grain brokerage commission.*

BRUNSWICK, GA.

McKinnon, Malcolm B., grain, hay, feed, produce.
Ogg, C. D., mdse., grain & feedstuffs.
Taylor, C. A., grain, hay, feed broker.

BUFFALO, N. Y.

Corn Exchange Members.
Armour Grain Co., grain merchants.*
Bruso, O. A., grain—strictly brokerage.
Burns Grain Co., grain commission.*
Churchill Grain & Seed Co., receivers, shippers.*
Davis, Inc., A. C., grain.*
Doorty-Ellsworth Co., Inc., brokerage commission.*
Electric Grain Elevator Co., consignments.*
Gee-Lewis Grain Co., Larley and rye.*
Globe Elevator Co., receivers & shippers.*
Harold, A. W., grain, barley a specialty.
McConnell Grain Corporation, commission merchants.*
McKillop, Inc., J. G., receivers and shippers.*
Kennedy & Co., Chas., wheat a specialty.*
Pratt & Co., receivers, shippers of grain.*
Ratcliffe, S. M., commission merchant.
Seymour-Wood Grain Co., consignments.*
Taylor & Bourneque Co., grain merchants.*
Townsend Ward Co., The, consignments.*
Urmston Grain Co., grain commission.*
Watkins Grain Co., consignments.*
Whitney & Gibson, consignments.*

CAIRO, ILL.

Board of Trade Members.
Cairo Grain Commission Co., consignments.*
Halliday Elevator Co., grain dealers.*
Magee-Lynch Grain Co., grain dealers.*
Thistlewood & Co., grain and hay.

CARROLLTON, MO.

Claiborne Commission Co., commission merchants.*

CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., corn and oats.*
Gifford Grain Co., grain and grain products.*
King Wilder Grain Co., grain shippers.*

CHATTANOOGA, TENN.

Grain Exchange Members.
Hood Feed Co., flour, feeds, field seeds.
Lookout Brokerage Co., grain, feeds, mdse.

CHICAGO, ILL.

Board of Trade Members.
Anderson & Co., W. P., grain commission merchants.*
Armour Grain Co., grain buyers.*
Bailey & Co., E. W., grain commission merchants.*
Bartlett-Frazier Co., grain merchants.*
Brennan & Co., John E., grain commission merchants.*
Bridge & Leonard, commission merchants.*
Carhart Code Harwood Co., grain commission.*
Dole & Co., J. H., grain and seeds.*
Freeman & Co., Henry H., grain, hay, straw.
Gerstenberg & Co., commission merchants.*
Hales & Hunter Co., grain merchants.*
Harris, Winthrop & Co., grain commission.*
Hitch & Carder, commission merchants.*
Hoit & Co., Lowell, commission, grain and seeds.
Lamson Bros. & Co., consignments solicited.*
Lewis & Co., F. S., grain and provisions.*
McKenna & Dickey, commission merchants.*
Mumford & Co., W. R., grain, hay, millstuffs.*
Norris Grain Co., grain merchants.*
Northern Grain & Warehouse Co., grain receivers.
Paynter, H. M., grain and field seeds.
Pope & Eckhardt Co., grain and seeds.
Press & Co., W. G., grain, provisions, stocks, etc.
Quaker Oats Co., buyers of grain.
Requa Bros., wheat a specialty.*
Runsey & Co., grain commission.*
Schiffin & Co., P. H., commission.*
Shaffer Grain Co., J. C., grain merchants.*
Simons, Day & Co., grain merchants.*
Somers, Jones & Co., grain and field seeds.*
Thayer & Co., C. H., receivers-shippers.*
Uplike Grain Co., consignments.*
Leland & Co., E. F., grain and seeds.*
Zweig & Co., Harry A., cash grain only.

CINCINNATI, O.

Grain & Hay Exchange Members.
Bingham-Scholl Co., grain merchants.*
Early & Daniel Co., grain, hay, feed.

CLEVELAND, O.

Grain & Hay Exchange Members.
Bailey, E. I., grain and millfeed.*
Cleveland Grain & Milling Co., The, revrs. & shprs.*
Gates Elevator Co., The, receivers and shippers.*
Sheets Elevator Co., The, grain, hay, straw.*
Shepard, Clark & Co., grain merchants.*
Strauss & Co., H. M., receivers, shippers hay & grain.*
Union Elevator Co., The, grain and hay.*

COFFEYVILLE, KANS.

Claiborne Commission Co., commission merchants.*

COLORADO SPRINGS, COLO.

Robinson-Hunt Grain Co., grain, hay, seeds, beans.*

CRAWFORDSVILLE, IND.

McCardle-Black Co., grain commission merchants.*

DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.*

DECATUR, ALA.

Decatur Coal & Mfg. Co., grain and feedstuffs.
Lyle-Taylor Grain Co., whlse. grain, hay, feeds.

DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.*

DENVER, COLO.

Grain Exchange Members.
Ady & Crowe Merc. Co., The, grain and hay.
Ayres Merc. Co., The F. C., grain, flour, feed.
Best & Co., J. D., corn, oats, barley.
Conley-Ross Grain Co., The, grain and beans.
Crescent Flour Mills, The, wheat, corn, oats.*
Denver Elevator, We buy and sell grain and beans.*
Elder Grain Co., F. W., "Always Working."
Flanley Grain Co., wholesale grain.
Gallagher Grain Co., grain merchants.*
Hungarian Flour Mills, wheat, corn, oats, etc.
Kellogg Grain Co., O. M., receivers and shippers.*
McCaull-Dinsmore Co., wholesaler and commission.*
Moore-Lawless Grain Co., private wires to all markets.*
O'Donnell Grain Co., wholesale grain.*
PHELPS Grain Co., T. D., wholesale grain.*
Scott-George Grain Co., receivers and shippers.*
Summit Grain Co., wheat, corn, oats, rye, barl.*
Thompson Merc. Co., The W. F., wholesale hay.

DES MOINES, IOWA.

Board of Trade Members.
Anderson Co., D. L., grain merchants.
Iowa Grain Co., receivers and shippers.
Lockwood, Lee, grain, millfeed broker.
Marshall Hall Grain Co., grain commission.
Taylor & Patton Co., corn and oats.

DETROIT, MICH.

Board of Trade Members.
Damont, Roberts & Co., receivers, shippers.*
Huston, C. R., grain, hay consignments a specialty.*
Lapham & Co., J. S., receivers & shippers.
Lichtenberg & Son, oats, corn, hay, straw.
Simmons & Co., F. J., grain and hay.*
Swift Grain Co., consign or ask for bid.*

DODGE CITY, KANSAS.

Hillyer Grain Co., grain.

DULUTH, MINN.

Board of Trade Members.
Mitchell Co., W. C., grain commission.*
White Grain Co., shippers all grains.*

FLOYDADA, TEXAS.

Marshall Grain Co., shippers of milo.*

FORT WORTH, TEX.

Grain and Cotton Exchange Members.
Dorsey Grain Co., receivers, shippers.
Rothschild Brokerage Co., grain, c/s pdts., rice b/p.*

FRANKFORT, IND.

McCardle-Black Co., grain commission merchants.

GREAT FALLS, MONTANA.

Barkemeyer Grain & Seed Co., grain dealers.*

GREENSBORO, N. C.

Moon-Taylor Co., grain and hay brokers.*

GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.*

HAGERSTOWN, MD.

Valley Brokerage Co., feed, grain, hay broker.*

HASTINGS, NEBR.

Elder, Fred W., wholesale grain, hay and mill pdts.*
Koehler-Twiddle Elevator Co., grain dealers.*
Moritz Grain Co., O., wholesale grain.*
Sexson, C. R., grain.

HATTIESBURG, MISS.

Merchants Grocery Co., whlse. grocers, grain, fd., gr.

HAVANA, CUBA.

Smith Co., C. E., gen'l brokers—Jacksonville, Miami.*

*Member Grain Dealers National Association.

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HILLSBORO, KANSAS.

Hillsboro Roller Mills, gr. dls., fr., chick feed.

HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.*
Rothschild Co., S., grain, c/s products, rice b/p.*

HUTCHINSON, KANS.

Board of Trade Members.

Ayres Grain Co., grain merchants.*
Beyer Grain Co., consignments, mill orders.
Bolin-Hall Grain Co., grain merchants.
Central Grain Co., The, buyers for mills.
Davidson Grain Co., receivers and shippers.
Farmers Co.-Op. Com. Co., commission merchants.
Gano Grain Co., grain merchants.
Goffe & Carkner, private wire.*
Hausam-Bateman & Co., grain buyers and sellers.
Hayes Grain Co., John, grain merchants.
Hinman-Yates Grain Co., receivers & shippers.*
Hutchinson Grain Co., grain merchants.
Hutchinson Term. Elvtr. Co., consignments.*
Kelly Milling Co., Wm., millers of hard wheat.
Jay Hausam & Company, grain merchants.
Jennings Grain Co., C. D., consignments.*
Kansas Grain Co., buyers and sellers.
Larabee Flour Mills Corp., hard wheat millers.
McClure Grain Co., J. R., buyers and sellers.*
Moore Grain Co., consignments-buyers of grain.
Oswald Grain Co., dark hard turkey wheat, specialty.
Pettit Grain Co., L. H., grain merchants.
Prairie Grain Co., buyers & sellers milling wheat.
Rock Milling & Elevator Co., receivers and shippers.
Russell Grain Co., commission merchants.
Southwest Grain Co., receivers and shippers.
Vanderslice-Lynds Co., grain commission merchants.
The Security Ele. Co., receivers, shippers milo kafir.
Union Grain Co., grain merchants.

INDIANAPOLIS, IND.

Board of Trade Members.

Belt Elevator & Feed Co., receivers and shippers.
Bingham-Hewett-Scholl Co., grain merchants.*
Boyd Grain Co., Bert A., strictly brokerage & com.
Cleveland Grain & Milling Co., grain commission.
Evans Grain Co., W. R., commission and brokerage.*
Hayward-Rich Grain Co., grain commission.*
Hoosier Grain Co., consignments only.
Kendrick & Sloan Co., Inc., grain and hay.
Kinney Grain Co., H. E., receiver and shipper.*
McCardle-Black Co., grain merchants.
Menzie Grain & Bkg. Co., Carl D., grain commission.*
Montgomery & Tompkins, receivers and shippers.
Probst & Kassebaum, Inc., hay, grain, feed.
Steinhart Grain Co., commission and brokerage.*
Urmston Grain Co., receivers and shippers.*
Witt, Frank A., grain commission and brokerage.*

JACKSON, MICH.

Bartlett & Co., J. E., feed, grain, salvage.*
Stockbridge Elvtr., track buyers, sellers, gr. & sds.
Wagner-White Co., track buyers-sellers, grain-feed.

JACKSON, MISS.

Field Co., Robt., succ. to P. L. Brittain Co.
Royal Feed & Mfg. Co., mixed feed mfrs.*

JACKSONVILLE, FLA.

Hulsey-Bessent Co., hay, grain, produce brokers.
Savage & Redavats Co., merchandise & grain brokers.
Smith Co., C. E., gen'l brokers, Havana & Miami.*
Wilson & Parker Co., brokers, grain, feed, hay, etc.*

KANSAS CITY, MO.

Board of Trade Members.

Alfalfa Grain Pdts. Co., everything in the feed line.
Beyer Grain Co., consignments.
Christopher & Co., B. C., kafir, feterita, milo.*
Claborn Commission Co., commission merchants.*
Davis Grain Co., A. C., grain commission.
Denton Kuhn Grain Co., consignments.*
Dilts & Morgan, consignments.*
Ernst Davis Grain Co., commissions.*
Federal Grain Co., receivers, shippers.*
Frisco Elevators Co., grain merchants.*
Hall-Baker Grain Co., consignments.
Hipple Grain Co., feterita, kafir, milo.
Larabee Flour Mills Corp., The, mls. "Larabee Best."
Logan Bros. Grain Co., receivers and shippers.*
Mensendieck Grain Co., consignments.*
Miller Grain Co., S. H., consignments.*
Moore-Lawless Grain Co., grain receivers.*
Moore-Seaver Grain Co., receivers and shippers.*
Moritz & Co., C., consignments.*
Norris Grain Co., grain merchants and exporters.
Parker Corn Co., corn, oats, kafir, milo.*
Roachon Grain Co., E. E., consignments.*
Root Grain Co., consignments and futures.*
Secular Bishop Grain Co., receivers and shippers.*
Shannon Grain Co., consignments.*
Simmonds, Shields, Lonsdale Grain Co., grain.*
Stevenson Grain Co., buyers and sellers.*
Terminal Elevators, receivers, shippers.*
Twidale-Wright Grain Co., consignment futures.
Thresher Fuller Grain Co., grain commission.*
Western Grain Co., shippers (a specialty).*

LEAVENWORTH, KANS.

Wilson-Legler Hay & Grain Co., branch at Kansas City.

LIBERAL, KANS.

Light Grain & Mfg. Co., mill pdts., kaffir, milo.
Vickers Grain & Seed Co., grain and field seeds.

LINCOLN, NEBR.

Grain Exchange Members.

Ewart Grain Co., wheat, corn, oats, rye, barley.*
Foster, E. D., feeders supplies.
Lincoln Grain Co., grain merchants.*
Wright-Leet Grain Co., receivers and shippers.

LITTLE ROCK, ARK.

Grain Exchange Members.

Caple & Stockton, hay, grain, feed.
Davis, S. P., Est. 1893, grain, flour, cottonseed meal.
Farmer Wilson Co., brokers, hay, grain, mill feed.*
Gordy Co., C. L., grain brok., hay, grain, mill feed.*
Wilson Co., John R., grain brokers.

LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Gr. Co., receivers-shippers of grain.*
Callahan & Sons, receivers and shippers of grain.*
Edinger & Co., grain, hay, flour.
Farmer & Sons, Oscar, hay, grain and feeds.*
Fruechtenticht, Henry, grain, feed, hay.
Kentucky Public Elevator Co., storers and shippers.*
Verboeff & Co., H., receivers and shippers.*
Zorn & Co., S., receivers and shippers.*

LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.*

MARSHALL, MO.

Claborn Commission Co., commission merchants.*

MEMPHIS, TENN.

Merchants Exchange Members.

Browne, Walter M., broker & com., consignments.*
Buxton, E. E., broker and commission merchant.*
Clark-Burkle & Co., grain and hay.
Cook, L. P., receiver and shipper.
Davis & Andrews Co., grain, mixed feed.*
Delta Flour & Feed Co., flour, feed, meal, grains.
Denyven & Co., brokers and commission.*
Edgar-Morgan Co., mixed feed manufacturers.
Hasenwinkle, H. J., consignments.
International Sugar Feed Co., feed mfrs. and grain.
Lovitt & Co., L. B., cotton seed and peanut vroduets.
Mississippi Elevator Co., grain dealers, feed mfrs.*
Pease & Dwyer, grain, mixed feed.
Quaker Oats Co., feed & cereal mfrs.
Royal Feed & Milling Co., mixed feed mfrs.
Sessum Grain Co., grain, mixed feed.
U. S. Feed Co., grain, hay, mill feed.*
Wade & Sons, Inc., John, grain, feed, flour.*

MERCER, MO.

Alley Grain Co., oats, corn, wheat, seeds.*

MERIDIAN, MISS.

Board of Trade Members.

Lyon & Co., A. J., whlse. gro., grain, feed.
Meyer Bros., wholesale groc., grain, feed.
Sturgis Co., grain dealers, mixed feed mfrs.*
Threefoot Bros. & Co., whlse grain, feed, fr., gro.*

MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.*

MILWAUKEE, WIS.

Chamber of Commerce Members.

Bacon Co., E. P., grain and seed.*
Bartlett & Son Co., L., grain' com. merchants.*
Bell Co., W. M., commission merchants.*
Blanchard Grain Co., grain receivers.*
Blanchard Grain Co., "Always Dependable."*
Buerger Commission Co., grain and seed.
Cargill Grain Co., grain and seeds.
Donahue-Stratton Co., dls. grain and feed.*
Flanley Grain Co., consignments solicited.
Frank-La Eudde Grain Co., feeds, grain, hay.
Fraser-Smith Co., commission merchants.*
Kamm Company, P. C., grain shippers.*
Lauer & Co., J. V., grain merchants.
Merriam Commission Co., consignments.
Milwaukee Grain Commission Co., grain commission.*
Mitchell Co., W. C., commission merchants.
Mohr-Holstein Commission Co., grain merchants.*
Rang & Co., Henry, commission merchants.
Rankin, M. G., & Co., grain and feed.
Rialto Elvtr. Co., grain receivers and shippers.*
Runkel & Dadmun, grain commission merchants.*
Taylor & Bournique Co., grain merchants.*
Thayer & Co., C. H., receivers & shippers.*
Udpike Grain Co., consignments solicited.*

MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Banner Grain Co., grain receivers.
Benson, Quinn Co., grain commission.*
Cargill Commission Co., grain commission.
Carter-Sammis & Co., grain commission.*
Cereal Grading Co., grain merchants.*
Chambers-Mackay Co., screenings & mill feed.
Dalrymple Co., William, grain commission.*
Davies & Co., F. M., grain commission.*
Gee Grain Co., G. E., receivers and shippers.
Getchell-Tanton Co., grain commission.
Gould Grain Co., receivers and shippers.*
Hankinson & Co., H. L., grain commission.
Malmquist & Co., C. A., receivers & shippers.
Marfield Grain Co., grain commission.*
McCarthy Bros. & Co., receivers & shippers.
McCaull Dinsmore Co., consignments solicited.*
Mitchell Co., W. C., grain commission.*
Poehler Co., H., grain commission.*
Seidl, Frank J., all grains and feeds.
Sterling Grain Co., receivers and shippers all grains.
Van Dusen-Harrington Co., grain merchants.*
Welch Co., E. L., mill oats and screenings.
Wernli-Anderson Co., grain commission, screenings.
Woodward Newhouse Co., grain merchants.

MOULTRIE, GA.

Delay, A. J., flour and grist mill.

NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, potatoes.*

NEW ORLEANS, LA.

Board of Trade Members.

Anderson & Jackson, Inc., exporters of grain.*
Barr, R. J., grain exporter.*
Fox Co., C. E., exporters.
Gibbons, J. T., gr. dealers, mixed fd. mfrs., expts.
Matthews Sons, Geo. B., mill feed manufacturers.
Nathan & Fettes, fwdg. agt. & expt. fght. broker.*
Neumond, Inc., K. & E., dls. & expts in feed articles.
Richeson Co., Inc., W. L., expt. shpg., fgt. bkg. & fg.*
Rodd & Co., Chas. M., gr. brokers & fwdg. agents.*
Waterman & Co., J. S., gr. flour & fd. bkrs., fr. jobs.*

NEW YORK CITY.

Produce Exchange Members.

Brainard Commission Co., consignments.*
Jones & Co., M. H., buyers, quote us.*
Knight & Company, commission merchants.*
Therrien, A. F., broker.*

NORFOLK, VA.

Moon-Taylor Co., grain and hay brokers.*

OKLAHOMA CITY, OKLA.

Grain Exchange Members.

Bennett & Co., Jas. E., gr. stocks, cotton, provisions.*
Cherokee Grain Co., grain merchants.*
Conyers Grain Co., grain merchants.*
Coyle Co., The W. H., c/s pdts., grain, hay.
Dustin Grain Co., grain, feed, seeds.*
Lang Grain Co., J. H., prompt and efficient service.*
Langenberg Bros. Grain Co., grain merchants.
Maney Export Co., grain merchants.
Marshall Grain Co., grain, feed, seeds.*
Oklahoma Export Co., grain commission.*
Okla. City M. & E. Co., grain merchants, millers.*
Rutledge Grain Co., commission merchants.*
Perkins Grain Co., W. L., commission merchants.*
Polson & Co., C. A., commission merchants.*
Stinnett Grain Co., grain merchants.*
Stowers Grain Co., W. B., commission merchants.

OMAHA, NEBR.

Grain Exchange Members.

Butler Welsh Grain Co., grain merchants.*
Cromwell Elevator Co., receivers, shippers.*
Holmquist Elevator Co., receivers and shippers.*
Kern Co., brokers and commission merchants.*
Leopold-Briggs Grain Co., conscientious service.
Maney Grain Co., The, consignments.*
Miller Wilson Grain Co., receivers and shippers.
Roberts Grain Co., Geo. A., grain merchants.*
Stockham Grain Co., E., commission merchants.*
Trans-Mississippi Grain Co., receivers and shippers.*
United Grain Co., grain commission.
Udpike Grain Co., consignments.*

OTTAWA, KANS.

Ross Milling Co., The, millers, hard wheat flour.

PARIS, ILL.

McCardle-Black Co., grain commission merchants.

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

PEORIA, ILL.

Board of Trade Members.

Bartlett Co., S. C., grain commission.*
Cole Grain Co., Geo. W., receivers and shippers.*
Conover Grain Co., E. B., grain commission.*
Dewey & Sons, W. W., grain commission.*
Feltman Grain Co., C. H., grain commission.*
Harrison, Ward & Co., receivers & shippers.
Luke Grain Co., grain commission.*
McFadden & Co., G. C., consignments.
McCreery & Son, J. A., grain commission.*
Miles, P. B. & C. C., grain commission.*
Mueller Grain Co., receivers and shippers.*
Shaffer Grain Co., J. C., receivers & shippers.*
Slick, L. E., consignments solicited.
Turner Hudnut Co., receivers and shippers.
Tyng Grain Co., commission merchants.*
White Grain Co., consignments solicited.

PHILADELPHIA, PA.

Commercial Exchange Members.

Delp Grain Co., E. E., grain and millfeeds.*
Dunwoody Co., Ezl., flour, grain, feed.*
Lemont & Son, E. K., wheat, corn, oats, flour, feed.
McKay, Donald, grain and millfeeds.
Magee & Co., Geo. A., receivers & shippers.
Miller & Sons, L. F., grain, seeds, hay.*
Richardson Bros., grain, flour, millfeeds.*
Richardson, Geo. M., grain and feed.*
Rogers & Co., E. L., hay, straw, grain, feed.*
Standard Hay & Grain Co., grain and hay.
Stites, A. Judson, grain & millfeed.*
Young & Co., S. H., wheat, corn, oats.

PITTSBURGH, PA.

Members Grain and Hay Exchange.

Allen & Co., H. S., grain & hay.*
Elwood & Co., E. D., hay and grain.*
Foster Co., C. A., grain merchants.*
Geidel & Leubin, grain and hay.
Hardman & Heck, grain, hay, millfeed.*
Harper Grain Co., corn a specialty.*
Heck & Co., W. F., grain, hay, millfeed.*
Herb Bros. & Martin, grain and hay.
McCaffrey & Sons, Daniel, hay & grain.
McCague, R. S., grain, hay.
Rogers & Co., Geo. E., grain & hay.*
Smith & Co., J. W., grain merchants.*
Stewart & Co., Jesse C., grain and mill feed.
Walton Co., Samuel, grain and hay.*
Young & Fisher, brokerage and commission.*

PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

PORTLAND, MAINE.

Casco Grain Co., wholesale, grain & feed.
Doten Grain Co., The, grain, feed, flour.
Maine Grain Co., grain, feed and flour.
Paris Flouring Co., flour, grain and feed.*

PORTLAND, ORE.

Northern Grain & Warehouse Co., grain exporters.*
Pacific Coast Elevator Co., grain.*
Pacific Grain Co., grain exporters.*
Tri-State Terminal Co., general grain and bags.*

PUEBLO, COLO.

McClelland Mct'l I. & R. Co., grain hay, and feed.*

RICHMOND, VA.

Grain Exchange Members.

Beveridge & Co., S. T., grain, hay, feeds, seeds.

ROCHESTER, N. Y.

Dalley Bros., Inc., receivers and shippers.

SAGINAW, MICH.

Smith-Connor Hay & Grain Co., hay and grain

SALINA, KANS.

Board of Trade Members.

Baber Grain, Feed & Seed Co., grains, feed, seeds.
Beyer Grain Co., The, consignments and mill orders.
Geo. E. Gano Grain Co., The, receivers & shippers.
Richter Grain Co., wheat, coarse grains & millfeed.
E. L. Rickel, grain receiver and shipper.
Service Grain Co., grain, feed, grain products.
Weber Flour Mills Corp., millers, exporters, grain dlm.
Wright-Wilson Grain Co., milling wheat.

SALT LAKE CITY, UTAH.

Utah-Idaho Bkg. Co., whlse grain, hay, flour, feed*

SAVANNAH, GA.

Manucy, J. E., whlse, feed & grain broker.
Moore & Co., grain, hay, cottonseed pds.

SEATTLE, WASH.

Fairbanks & Co., F. M., grain and feed.

ST. JOSEPH, MO.

Grain Exchange Members.

Gordon-Watts Grain Co., grain dealers & brokers.*
Aunt Jemima Mills Co., A. J., hominy feed.
Marshall Hall Grain Co., consignments solicited.*

ST. LOUIS, MO.

Merchants Exchange Members.

Annan Burg G. & M. Co., flour, grain, millfeed.*
Ballard-Messmore Grain Co., recvrs, grain, hay, seeds.
Bushfield Grain Co., receivers and shippers.
Claiborne Commission Co., commission merchants.*
Dreyer Commission Co., feeding stuffs, grain, seeds.*
Elmore Schultz Gr. Co., receivers and shippers grain.*
Goffe & Carkener Co., grain commission.*
Graham & Martin Grain Co., grain commission.*
Ichtertz & Watson, grain, seeds and hay.*
Marshall Hall Grain Co., grain commissions.*
Langenberg Bros. Grain Co., grain commission.*
Morton & Co., grain commission.*
Nanson Commission Co., grain commission.*
Plecker & Beardsley Com. Co., grain and grass seed.*
Toberman, Mackey & Co., grain, hay, seeds.*
Turner Grain Co., grain commission.

SEDALIA, MO.

Claiborne Commission Co., commission merchants.*

SIOUX CITY, IOWA.

Board of Trade Members.

Button Co., L. C., grain commission.
Bailey, Walter H., grain merchants.*
McCaull Dinsmore Co., commission.*
Rumsey & Co., receivers of consignments.*
Western Terminal Elevator Co., receivers and shippers.

SPRINGFIELD, MO.

Claiborne Commission Co., commission merchants.*

STERLING, COLO.

Moore, James A., grain dealer.
Moritz Grain Co., C., wholesale grain.

TAMPA, FLA.

Bonacker Bros., brokers, grain, hay, feed, flour.
Harman & Hulsey, grain, hay, millfeed brokers.*
Hart & Co., E. H., grain & feedingsuffs brokers.*
Miller-Jackson Grain Co., grain & feed dealers.*
Spence Brokerage Co., grain, feed, alf. meal, hay.
Quinby, Edmund B., mdse. & feedingsuffs broker.

THOMASVILLE, GA.

Burch & Son, W. H., corn millers.

TOLEDO, OHIO.

Produce Exchange Members.

De Vore & Co., H. W., grain and seeds.*
King & Co., C. A., grain and seeds.
Morehouse & Co., wholesale grain and seeds.
Southworth & Co., grain and seeds.*
Wickenhiser & Co., John, grain receivers, shippers.
Zahn & Co., J. F., grain seeds.*

TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.*
Topeka Grain Co., wheat, corn, oats, mill & ctn. feed.

TURON, KANS.

Turon Mill & Elvtr. Co., corn, wheat, millfeed, flour.

VASS, N. C.

Vass Milling Co., grain, feed, flour.*

WASHINGTON, D. C.

Wilkins-Rogers Mfg. Co., Inc., receivers and shippers.

WICHITA, KANS.

Board of Trade Members.

Baker-Evans Grain Co., milling and export wheat.
Beyer Grain Co., consignments and mill orders.*
Blood-Pickerill Grain Co., consignments, mill orders.
Carroll Grain Co., recvrs-shippers-grain, feed.*
Claiborne Commission Co., commission merchants.*
Clark Burdgr Grain Co., consignments.*
Clark Grain Co., C. M., all kinds grain and feed.
Craig Grain Co., J. W., consignments and mill orders.
Groth, Samuel C., milling wheat and feed.
Hayes Grain Co., John, Okla.-Kan., wheat for mills.*
Hipple Grain Co., consignments.
Kansas Flour Mills Co., receivers and shippers.*
Kramar Grain Co., receivers and shippers.*
Raymond Grain Co., consignments.
Schaefer Grain Co., The, general grain dealers.*
Smith Elevator Co., receivers and shippers.*
Strong Trading Co., wholesale grain and feed.*
Wallingford Bros., receivers and shippers.*
Wichita Flour Mills Co., millers and grain merchants.
Wichita Grain Co., receivers and shippers.
Wichita Terminal Elev. Co., general elevator business.*

WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., whlrs. gr. and seeds.*

*Member Grain Dealers National Association.

UNIVERSAL GRAIN CODE

Every word in the Universal Grain Code means a saving in telegraph tolls to you. With three or four words you can make a message that will clearly convey just the instructions that you want to give, without its disclosure to others.

This book, undoubtedly the most complete grain and milling code ever published, is printed on bond paper and bound in flexible leather.

Better secure a copy now and let it begin to cut down your tolls. Price \$3.00.

Grain Dealers Journal, 305 South La Salle St., Chicago, Ill.

Produce Exchange
Members**NEW YORK**Produce Exchange
Members

Picard Grain & Produce Co., Inc.
EXPORTERS
 Cable Address
 PICARDCOMP **NEW YORK**

Brainard Commission Co.
 Receivers and Exporters
OATS and BARLEY
 Send samples all off grade grains
 Consignments Solicited
Produce Exchange, NEW YORK

L. W. FORBELL & CO.
Strictly Commission Merchants
Specialists in WHEAT, CORN, OATS
 Consignments Solicited
340-342 Produce Exchange, NEW YORK, N. Y.

KNIGHT & COMPANY
 Grain Brokers and
 Commission Merchants
CONSIGNMENTS SOLICITED
New York Chicago Baltimore

Every time you mention the
GRAIN DEALERS JOURNAL
 to an advertiser, you
 help to make it bigger and better.

*For whatever you wish to know
 about equipment or supplies used
 in or about a grain elevator ask the*
Information Bureau
Grain Dealers Journal Chicago, Ill.

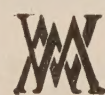
Grain Exchange
Members**OMAHA**Grain Exchange
Members

THE UPDIKE GRAIN COMPANY
"The Reliable Consignment House"

Omaha Milwaukee Kansas City Sioux City Chicago

CROWELL ELEVATOR COMPANY
 Receivers and Shippers
GRAIN
 Consignments Solicited
OMAHA

Read the Advertising pages.
 They contain many stories of interest.
 The *Grain Dealers Journal* pre-
 sents only reputable concerns.



CONSIGNMENTS SOLICITED
MILLER-WILSON GRAIN CO.
GRAIN MERCHANTS

200-201 GRAIN EXCHANGE OMAHA RECEIVERS & SHIPPERS

Geo. A. Roberts
Grain Co.
GRAIN MERCHANTS
 Consignments
 a
 Specialty
Omaha, Neb.



*Buyers and
 Sellers*
**WHEAT, CORN
 OATS**

**TWO Terminal
 Elevators**
 Million bushel
 capacity

CHOICE MILLING WHEAT

CONSIGNMENTS

**Clark's Car Load
 Grain Tables**

Eighth edition, revised and enlarged, shows the following range of reductions of pounds to bushels by fifty pound breaks.

20,000	to 107,950 lbs.	to 32 lb. bushels
20,000	" 74,950 "	" 34 " "
20,000	" 96,950 "	" 48 " "
20,000	" 118,950 "	" 56 " "
20,000	" 118,950 "	" 60 " "

Pounds printed in red ink; bushels in black. Linen ledger paper reinforced with muslin, bound in flexible karatol, marginal index. Price \$2.50.

GRAIN DEALERS JOURNAL
 305 So. La Salle Street CHICAGO, ILL

Commercial Exchange
Members**PHILADELPHIA**Commercial Exchange
Members

Consigning Wheat to Lemont Pays
 42 years in the grain business, no complaints,
 everybody satisfied. *Export and Domestic.*
E. K. LEMONT & SON
 488-90-92 Bourse, Philadelphia, Pa.

RICHARDSON BROS.
 BROKERS
 WANT OFFERS
GRAIN FLOUR MILL FEED
 Delivered Philadelphia
 Either Export or Domestic
 The Bourse

George A. Magee D. V. Heck
George A. Magee & Co.
 CONSIGNMENTS SOLICITED
 Receivers & Shippers
 Flour Mill Feed Grain Seeds Hay
 688 Bourse Philadelphia, Pa.

E. E. Delp Grain Co.
 Elevator and Mills---Bourbon, Indiana
 Eastern Office, Philadelphia, Pa.

L. F. MILLER & SONS
 Consignments Solicited
 Receivers and Shippers of
GRAIN, FEED, SEEDS, HAY, ETC.
 Office 2931 N. Broad St. PHILADELPHIA, PA.

S. H. YOUNG & CO.
WHEAT — CORN — OATS
417-19 Bourse Bldg.
CONSIGNMENTS

Ayres Grain Co.

Grain Merchants

Beyer Grain Co.

Consignments and Mill Orders

Bolin-Hall Grain Co.

Grain Merchants

The Central Grain Co.

Buying Grain for 12 Milling Companies

Davidson Grain Co.

Receivers and Shippers

Farmers Co-operative Comm. Co.

Commission Merchants

Gano Grain Co.

Grain Merchants

Goffe & Carkener

E. F. Leland & Co. Private Wire

The Hausam-Bateman Grain Co.

We Are It for Any Grain

Hayes Grain Co.

Grain Merchants

Hinman-Yates Grain Co.

Receivers and Shippers

Hutchinson Grain Co.

Grain Merchants

Discriminating grain shippers in the Southwest have for many years shipped their grain to Hutchinson. The fact that this is continued year after is proof positive that the dealers in this market render a service unequaled in any other market. If you are not shipping to this market you have been losing money. Get the habit, start with that next car.

HUTCHINSON

The milling demand at this point is constant. This unusual demand, coupled with the aggressiveness of the Board of Trade members mentioned here, means real service and results for you. If you are desirous of making more profitable connections in this market, whether you are a miller, exporter or country grain shipper, do not delay but get into communication with any of these firms at once.

The Hutchinson Terminal Elevator Co.

Consignments and Storage

Jay Hausam & Company

Grain Merchants

C. D. Jennings Grain Co.

Consignments

Kansas Grain Co.

Buyers and Sellers

The Wm. Kelly Milling Co.

Millers and Grain Buyers

Larabee Flour Mills Corporation

Hard Wheat Millers

J. B. McClure Grain Co.

Buyers and Sellers

Oswald Grain Co.

Dark Hd. Turkey Wheat Specialty

Ralph Russell Grain Co.

Commission Merchants

The Southwest Grain Co.

Grain Merchants

The Security Elevator Co.

Handlers All Kinds Grain

Union Grain Co.

Grain Dealers

Vanderslice-Lynds Co.

Grain Commission Merchants

Grain Exchange
Members**ST. JOSEPH**Grain Exchange
Members**MARSHALL HALL GRAIN CO.**One of the best in the grain trade with experienced organization, best grain
handling facilities and up-to-date methods.

OPERATOR MARSHALL HALL GRAIN ELEVATOR, MILLION BUSHEL CAPACITY

ST. JOSEPH, MO.

The great and growing market in the corner of four GREAT GRAIN states

This combination means SUCCESS AND SATISFACTION to all OUR TRADE!

MARSHALL HALL GRAIN CO.**ST. JOSEPH, MO.****AUNT JEMIMA MILLS COMPANY**
ST. JOSEPH, MO.

Manufacturers

A. J. HOMINY FEED**"HAY! Ship Us
YOUR GRAIN"**
GORDON-WATTS GRAIN CO.
Successors to T. P. Gordon Comm. Co.
ST. JOSEPH MISSOURI**Record of C. N. D.
QUOTATIONS**Quotation Record, Form 97A, is formed
of sheets of bond paper ruled to facilitate
the recording of daily market prices of
different options.Each sheet is headed "Board of Trade
Quotations for Week Commencing Monday
.....19." Columns are provided for 4
Wheat Options, 4 Corn and 4 Oats; have
spaces for the market hourly and at close.
Closing prices for previous week are listed
at top.Sixty sheets, 9½x9½ inches, are well
bound in book form—a year's supply.
Price \$1.00.**GRAIN DEALERS JOURNAL**
305 S. La Salle Street Chicago, IllinoisThe paper the Grain Dealer
supports, because it supports
the Grain Dealer—**GRAIN DEALERS JOURNAL****Button-Simmons Grain Co.****B-S**BETTER SERVICE
St. Joseph, Mo.Board of Trade
Members**CAIRO**Board of Trade
Members

CONSIGN TO US—IT PAYS

Cairo Grain Commission Co.

CONSIGNMENTS

Wm. C. Hayward Elvis Weathers
Frank Jones W. E. Rich L. H. Rich

BOARD OF TRADE BUILDING

CAIRO, ILL.

SALES TO ARRIVE

CORN WHEAT OATS

CORN**Halliday Elevator Company**
GRAIN DEALERS
CAIRO, ILL.**OATS**Grain Exchange
Members**SIOUX CITY**Grain Exchange
Members**FEEDERS!—
INDUSTRIES!
EXPORTERS!**

WIRE

Wm. Slaughter Grain Co.

for

Country Run Corn and Oats

Est. 1879 SIOUX CITY, IA.

L. C. BUTTON CO.
510-511 Grain Exchange, SIOUX CITY, IOWA
**General Grain and
Commission Business**
USE US**RUMSEY & COMPANY**
Sioux City Chicago

Grain Business in All Branches

Terminal Grain Corporation
RECEIVERS and SHIPPERS
Consignments Solicited
SIOUX CITY, IOWA**MERRIAM COMMISSION CO.**
SIOUX CITY, IOWA
CORN, OATS—Sacked or Bulk
WIRE US FOR QUOTATIONS
Members: Omaha, Chicago, Sioux City, Milwaukee

Chamber of Commerce
Members

MINNEAPOLIS

Chamber of Commerce
Members

CONSIGNMENTS
SOLICITED

INTERNATIONAL GRAIN CO.

COMMISSION
MERCHANTS

We Are Always in the Market for Wheat
FLOUR EXCHANGE BLDG.

MINNEAPOLIS, MINN.

MARFIELD GRAIN CO.

Receivers and Shippers

WE SOLICIT
YOUR CONSIGNMENTS

STRICTLY
GRAIN COMMISSION

H. L. HANKINSON & CO.

MILWAUKEE

MINNEAPOLIS

DULUTH



McCarthy Bros. Co.

Minneapolis

Duluth

Chicago

Sioux Falls Milwaukee

Cereal Grading Co. GRAIN MERCHANTS

We buy, sell, store and ship
all kinds of grain. Get our
offers, or try us with your
consignments.

LIBERAL ADVANCES
Operators of Elevator "R"

Chamber of Commerce
MINNEAPOLIS

J. L. McCaull, Pres. R. A. Dinsmore, Vice-Pres.
S. J. McCaull, Sec. A. M. Dinsmore, Treas.

The McCaull-Dinsmore Co.

COMMISSION MERCHANTS

915-16-19 Chamber of Commerce
MINNEAPOLIS, MINN.

Duluth

Milwaukee

Omaha

BENSON, QUINN CO.

"Best Service—First, Last and Always"

Grain Commission since 1903

MINNEAPOLIS

DULUTH

MILWAUKEE

SHIP TO

G. E. GEE

GRAIN CO.

Commission - Minneapolis

CARGILL COMMISSION COMPANY

DULUTH

MINNEAPOLIS

MILWAUKEE

EFFICIENCY is our watchword; SATISFACTION your reward

SHIP TO CARGILL

"You can't do better; You might do worse."

W. C. MITCHELL CO.

Formerly Randall, Gee & Mitchell Co.
Especially Equipped to Handle
CONSIGNMENTS

MINNEAPOLIS—DULUTH—MILWAUKEE

Shippers of CORN and OATS

WOODWARD-NEWHOUSE CO.
Minneapolis, Minn.

Grain Commission

CORN -- OATS -- BARLEY -- RYE
For Prompt Shipment in any
Quantity

VAN DUSEN

The HARRINGTON CO.
MINNEAPOLIS DULUTH

SHIP TO

H. POEHLER CO.

In Business Since 1855

GRAIN COMMISSION

All Grains—Including Winter Wheat

MINNEAPOLIS

DULUTH

SHEFFIELD ELEVATOR COMPANY
MINNEAPOLIS

GRAIN SHIPPERS

Ask for Samples of: Milling Wheat, Feed and
Milling Barley

WIRE FOR QUOTATIONS

WANT A JOB?

Advertise in the "Situation Wanted"
columns of the Grain Dealers Journal.

Board of Trade
Members

DULUTH

Board of Trade
Members

WHITE GRAIN CO.

DULUTH

Write for Samples and Quotations

Shippers

Fancy Oats Feed Wheat
Mill Oats Barley
Screenings Rye

W. C. MITCHELL CO.

Formerly Randall, Gee & Mitchell Co.

Duluth produces large quantities of

Grain Screenings

Let us know your requirements.

The Growth in Size and Importance of the **DENVER** Grain Exchange

During the past two years is due to the realization, on one hand, of a large number of country shippers that Denver can serve them a little better, and a realization on the other hand by grain firms at terminal markets all over the country, that Denver offers them exceptional opportunities to fill contracts.

Communicate with any of the following Denver Grain Exchange Members.

O'DONNELL GRAIN CO.

Think O'Donnell when you think Grain—whether you buy, sell or consign.

PHELPS GRAIN CO., T. D.

Wholesale Grain and Beans.

SCOTT-GEORGE GRAIN CO.

Wire us when you are in the market to buy or sell Wheat, Corn, Oats, Rye and Barley.

SUMMIT GRAIN CO., THE

Receivers and shippers of all kinds of grain. Wire or phone us.

CONLEY-ROSS GRAIN CO., THE

Wholesale Grain and Beans.

CRESCENT FLOUR MILLS, THE

We buy Wheat, Corn, Oats, Beans, etc.

MOORE-LAWLESS GRAIN CO.

Kansas City, Denver and Atchison. Private wires to all markets.

HUNGARIAN FLOUR MILLS

Dealers in Wheat, Corn, Oats, Rye and Barley.

O. M. KELLOGG GRAIN CO.

Receivers and shippers of all kinds of Grain.

McCAULL-DINSMORE CO.

Grain—Wholesaler and Commission.

FLANLEY GRAIN CO.

Wholesale Grain—get in touch with us.

J. D. BEST & CO.

Buyers and Sellers Corn, Oats, Barley.

THE F. C. AYRES MERCANTILE CO.

Corn, Oats, Barley, Rye, Hay, Milling types Hard and Soft Wheats. Receivers and Shippers

FRED W. ELDER GRAIN CO.

"Always working." Hastings and Grand Island, Nebr.

THE ADY & CROWE MERC. CO.

Grain, Hay, Beans.

DENVER ELEVATOR

We buy and sell Grain of all kinds, also Beans.

THE A. McCLELLAND MERCANTILE, I. & R. CO., PUEBLO, COLO.

We are Members of the Denver Grain Exchange

If you wish to buy or sell grain in carlots write us.

Pueblo is the Real City of Opportunity, Sunshine and Health.

Board of Trade
Members

PEORIA

Board of Trade
Members

Consign Your
WHEAT - CORN - OATS
TO
J. A. McCREERY & SON
PEORIA
"The Top of the Market for You"

Peoria offers a strong outlet for
NEW CORN
W. W. DEWEY & SONS
COMMISSION MERCHANTS
26 CHAMBER OF COMMERCE, PEORIA, ILL.

MUELLER GRAIN COMPANY
Receivers and Shippers
GRAIN
Consignments Solicited. Track Bids Made on Request
Room 39 Chamber of Commerce, Peoria, Ill.

G. C. McFADDEN & CO.
Merchandisers of Grain
Shippers of Corn and Oats
Members Chicago Board of Trade PEORIA, ILL.

E. B. CONOVER GRAIN CO.
Operators of The Conover-McHenry Elevator.
Storage Capacity, 600,000 Bushels Daily. Handling Capacity, 150 Cars.
Grain Bought to Arrive or Sold for Shipment.
Consignments Solicited. PEORIA, ILLINOIS

J. C. SHAFFER GRAIN CO.
RECEIVERS and SHIPPERS
GRAIN CHICAGO
No. 9 Jefferson Building, PEORIA, ILL.
Branches: Rochelle, Streator, Bloomington,
Springfield, Hoopston

Turner-Hudnut Company
Receivers **GRAIN** Shippers
42-47 Board of Trade

H. D. BOWEN GRAIN CO.
Receivers and Shippers
CONSIGNMENTS
OLD MASONIC TEMPLE, PEORIA, ILL.

P. B. and C. C. Miles

Established - 1875
Incorporated - 1910

Peoria, Illinois
Handling Grain on Commission Our Specialty

WHITE GRAIN CO.
GRAIN MERCHANTS
CONSIGNMENTS SOLICITED
PHONE MAIN 8240
5 Chamber of Commerce. PEORIA, ILL.

Board of Trade
Members

TOPEKA

Board of Trade
Members

**Sell it to Us—We want all we can get of
GOOD KANSAS HARD WHEAT**

Good Service
Right Prices
Clean Grain

The Golden Belt Grain & Elevator Company
TOPEKA, KANSAS

Board of Trade
Members

ATCHISON

Board of Trade
Members

Moore-Lawless Grain Co.
CONSIGNMENTS—FUTURES
Private Wires to All Markets
Board of Trade

THE BLAIR MILLING CO.
MILLERS OF
WHEAT AND CORN
Ask for bids and quotations

THE S. R. WASHER GRAIN CO.
ELEVATOR "A"
Receivers — Shippers
COMMISSION MERCHANTS

DILTS & MORGAN
GRAIN MERCHANTS
CONSIGNMENTS—FUTURES
Correspondent Thomson & McKinnon

Elevator Equipment
Tell us what you need for your Grain
Elevator and we'll tell you where to
get it. We make no charge whatever for
this service.
GRAIN DEALERS JOURNAL, CHICAGO

THE BLAIR ELEVATOR CO.
Receivers and Shippers
ELEVATOR "B"

Corn Exchange
Members

BUFFALO

Corn Exchange
Members

THE CHURCHILL GRAIN & SEED COMPANY
RECEIVERS AND SHIPPERS
BUFFALO, NEW YORK



BUFFALO GRAIN COMPANY
Receivers, Forwarders and Commission
Consignments Solicited
Est. 1903
Barley a Specialty



"Follow the Flag"
It Leads to Success
CONSIGNMENTS
URMSTON GRAIN COMPANY
Buffalo, N. Y. Indianapolis, Ind.

A. W. HAROLD
GRAIN BARLEY A Specialty
717 Chamber of Commerce - BUFFALO, N. Y.

Electric A reliable service designed
Consignment to meet the requirements of
Service shippers to the Buffalo Mar-
ket. We solicit your shipments.
ELECTRIC
GRAIN ELEVATOR
CO., BUFFALO

Ship Us Your
Corn, Oats and Wheat

Regardless Of Its Condition
We operate the Superior Elevator
equipped with all modern machinery
for handling grain

PRATT & CO.
OPERATORS OF
SUPERIOR ELEVATOR
910 Chamber of Commerce, Buffalo, N. Y.

**TO BUY
SELL
RENT or
LEASE an
ELEVATOR**

Place an ad. in the "Wanted" or "For Sale"
columns of the GRAIN DEALERS JOURNAL
of Chicago. It will bring you quick returns.

DO IT NOW

Place your name and business before the
progressive grain elevator men of the entire
country by advertising in the Grain Dealers
Journal. It reaches them twice each month.

Board of Trade
Members**KANSAS CITY**Board of Trade
Members**KAFIR-MILO MAIZE**

Wire for Delivered Prices

PARKER CORN CO.

7-8 Board of Trade

Real Service on
ConsignmentsOperators 1,500,000
BU. ELEVATOR**FEDERAL GRAIN CO.**

SUCCESSORS TO

AYLSWORTH GRAIN CO.

BOARD OF TRADE

KANSAS CITY, MO.

U. S. A.

Buyers and Sellers
ofWheat, Corn, Oats,
Kafir and Milo*Yes Sir!*We Handle
CONSIGNMENTS
GRAIN—SEEDS
S. H. MILLER GRAIN CO.
KANSAS CITY, MO.We buy and sell
**KAFIR CORN — FETERITA
MILO MAIZE**
B. C. CHRISTOPHER & CO.
Kansas City, Mo.TRY
FULLER GRAIN CO.
Consignment
Service
Kansas City Atchison, Kansas**TWIDALE-WRIGHT GRAIN CO.**
Board of Trade, KANSAS CITY, MO.
Consignments and Future Trades Solicited
*The last word in
Consignment Service*R. J. THRESHER, Pres. EREN S. THRESHER, Secy.
Thresher Fuller Grain Co.
Grain Commission Merchants
Consignments Solicited
Grain Bought and Sold for Future Delivery
211 Board of Trade KANSAS CITY, MO.**CONSIGN****Ernst-Davis Com. Co.**

Kansas City

**SPECIAL ATTENTION
GIVEN TO FUTURES**MEMBERS
Kansas City Board of Trade
Chicago Board of Trade
St. Louis Merchants Ex.**LARABEE'S BEST**

SIX MILLS—13,500 barrels capacity—all catering to the popular demand

ELEVATOR CAPACITY 3,000,000 BUSHEL

Milling Hard and Soft Wheat

Need We Say Any More?

THE LARABEE FLOUR MILLS CORPORATION

Security Building, KANSAS CITY, MISSOURI

Mills at St. Joseph and Clinton, Mo., Sioux Falls, S. D., Hutchinson, Wellington and Marysville, Kansas

SHANNON GRAIN COMPANY
CONSIGNMENTS

201-2 Board of Trade KANSAS CITY, MO.

HALL-BAKER GRAIN CO.
Buyers and Sellers of Grain
CONSIGNMENTS

Kansas City - - Missouri

WESTERN GRAIN CO.
Shippers (a Specialty)
MILL FEED and FLOUR
Natural Feeding and Milling Corn, Oats,
Barley, Kafir Corn and Milo Maize.
Bulk or Sacked.
657-660 Gibraltar Bldg., Kansas City, Mo.Buyers—Sellers
**WHEAT . CORN
OATS . BARLEY**
CONSIGNMENTS
MILL ORDERS**Alfalfa Grain Products Co.**
211 Postal Building
Kansas City, Mo.*"Everything in the Feed Line"***A. C. DAVIS GRAIN CO.**
Grain Commission
Mill Orders a Specialty
Consignments and Future Orders Solicited
KANSAS CITY, U. S. A.**MOORE-LAWLESS GRAIN COMPANY**Consignments—Futures
KANSAS CITY, MO.Branch Offices: Atchison, Kansas—Denver, Colorado
Members: Kansas City, Chicago, St. Louis, Atchison and Denver ExchangesConsignments
and
Futures**CLAIBORNE COMMISSION CO.***"One car leads to another"*338 Glover Bldg.
**KANSAS CITY,
MO.****Mensendieck Grain Co.**
CONSIGNMENTS**YOU—**

Can find no present more acceptable to the progressive grain dealer than a paid up subscription the Grain Dealers Journal.

Board of Trade
Members

KANSAS CITY

Board of Trade
Members

DILTS & MORGAN

Grain Merchants
KANSAS CITY, MO.

Wichita, Kas.

Salina, Kas.

BRANCH OFFICES
Atchison, Kas.

Enid, Okla.

Omaha, Nebr.

CONSIGNMENTS

We specialize in
FETERITA KAFIR MILO

Hipple Grain Co., Kansas City, Mo.

Simonds-Shields-Lonsdale Grain Co.

QUALITY and SERVICE

Kansas City, Missouri

Terminal Elevators

J. Rosenbaum Grain Co.

Buyers and Sellers of Grain
KANSAS CITY, MO.

Say

Let the Grain Dealers Journal
Want Ads do your work.
They bring quick results.

STEVENSON GRAIN CO.

KANSAS CITY, MO.

Buyers and Sellers of Grain

Prompt and Careful Attention Given Consignments

C. MORITZ & CO.

CONSIGNMENTS

Board of Trade Annex KANSAS CITY MO.

Merchants Exchange
Members

ST. LOUIS

Merchants Exchange
Members

Nanson Commission Co. GRAIN, HAY and SEEDS

202 Merchants Exchange Bldg., ST. LOUIS, MO.

TURNER GRAIN CO.

Merchants Exchange
ST. LOUIS

Grain Commission Matchless Service

Established 1877

Langenberg Bros. Grain Co.

St. Louis

New Orleans

TOBERMAN, MACKEY & CO.

GRAIN—HAY—SEEDS
FASTEST GROWING COMMISSION HOUSE IN AMERICA
SAINT LOUIS

PICKER & BEARDSLEY COM. CO.

"THE CONSIGNMENT HOUSE OF ST. LOUIS"

GRAIN, HAY AND GRASS SEEDS

125 MERCHANTS EXCHANGE BLDG.

ST. LOUIS, MO.

ALEX. C. HARSH
President

V. C. ELMORE
Vice-President

JOHN H. HERRON
Secretary and Treasurer

ELMORE-SCHULTZ GRAIN COMPANY

EXPERT—SERVICE—GIVEN—CUSTOMERS

105-107 Merchants Exchange

ST. LOUIS

It is better to have shipped to us than to wish you had

Goffe & Carkener Co.

105-107 Merchants Exchange

RECEIVERS

GRAIN, HAY & SEEDS

SAINT LOUIS

W. C. GOFFE
G. S. CARKENER
G. C. MARTIN, JR.

K. C., MO., Omaha,
101-102 Board of Trade

Ichtermatz & Watson Futures Consignments

Members { Chicago Board of Trade
St. Louis Merchants Exchange
SAINT LOUIS

Certain Departments

in this number of the GRAIN DEALERS JOURNAL are especially interesting.
After you have read them, consider carefully whether you are not better off with
the twenty-four numbers of the Journal, on your desk, or the \$2.00 in your pocket.

If Your Business

isn't worth advertising
advertise it for sale.



Board of Trade
Members

CHICAGO

Board of Trade
Members

Special Wire and Salesman Service

LAMSON BROS. CO.**WHEAT, CORN
OATS, RYE**

No. 6 Board of Trade, Chicago, Ill.

CONSIGNMENTS
SOLICITEDWE PLACE
GRAIN TO ARRIVEGood Execution Keeps Customers
Keeping Customers is Our Business**W. G. PRESS & CO.**GRAIN, PROVISION, STOCKS
175 W. Jackson Blvd., Chicago*Write for Daily Market Report,
Mailed Free.*44 Years Active Members Chicago
Board of Trade**Hales & Hunter Co.****Grain Merchants**Manufacturers of all kinds
of Feeds

CHICAGO, ILL.

E. F. Leland & Company

Successors to

WARE & LELAND

Grain Stocks Bonds

231 So. WELLS STREET
Corner Quincy Street
CHICAGO

CONSIGNMENTS SOLICITED

MEMBERS:

New York Stock Exchange
New York Cotton Exchange
New York Produce Exchange
Chicago Board of Trade
Chicago Stock Exchange
Minneapolis Chamber of Commerce
Kansas City Board of Trade
St. Louis Merchants Exchange
Omaha Grain Exchange
Winnipeg Grain Exchange
Milwaukee Chamber of Commerce
Pittsburgh Stock Exchange

GRAIN, PROVISIONS

STOCKS AND BONDS

**SIMONS, DAY
& Co.**Phone Wabash 7860
(All Departments)

322-330 Postal Telegraph Building CHICAGO

We solicit consignments and furnish bids on Cash
Grain and Provisions for all markets.**E. W. BAILEY & CO.**

Commission Merchants

Receivers and Shippers of
GRAIN, SEEDS, PROVISIONS
72 Board of Trade, CHICAGO**JOHN E. BRENNAN & CO.** GRAIN and SEEDS
COMMISSION MERCHANTS CHICAGOPhilip H. Schiffin
Pres.Eugene Schiffin
Sec'y & Treas.**Philip H. Schiffin & Co.**
IncorporatedCOMMISSION MERCHANTS
Grain Seeds and Provisions515-518 Postal Telegraph Building
CHICAGO, ILL.

Branch Offices:

R. E. Andrews J. V. Shaughnessy
319-320 Lincoln Bldg 210 Woodruff Bldg.
Champaign, Ill. Joliet, Ill.
Traveling Representative
G. N. McReynolds, Alton, Ill.

W. P. Anderson

Pres. & Treas.

C. H. Gibson

Vice-Pres.

Geo. H. Tanner

Secretary

W. P. ANDERSON & CO.

RECEIVERS

GRAINCONSIGNMENTS AND HEDGING
ORDERS SOLICITED327 S. La Salle Street
CHICAGO**RUMSEY & COMPANY**

COMMISSION MERCHANTS

Board of Trade

Chicago, Illinois

J. C. SHAFFER GRAIN CO.

Grain Merchants

111 W. Jackson Boulevard
Chicago, Ill.**F. S. LEWIS & CO.**

GRAIN AND PROVISIONS

Consignments and Hedging Orders Solicited
50 Board of Trade CHICAGO**BARTLETT FRAZIER CO.** GRAIN MERCHANTS
Western Union Bldg.
CHICAGO

Board of Trade
Members

CHICAGO

Board of Trade
Members

THE UPDIKE GRAIN COMPANY

"The Reliable Consignment House"

CHICAGO

OMAHA

KANSAS CITY

MILWAUKEE

SIOUX CITY



SHIP US THAT NEXT CAR

WE WANT YOUR BUSINESS
NOT LATER—BUT TODAY
Especially Consignments
GRAINS ALL WAYS
McKENNA & DICKEY
60 Board of Trade, Chicago

BARLEY

Two Rowed and
Heavy White
Barley Wanted

Send Samples

THE QUAKER OATS COMPANY

Grain Department
CHICAGO

The value of an "ad" is not measured by what it costs, but by what it pays the advertiser.

POPE & ECKHARDT CO.

GRAIN AND SEEDS

111 W. Jackson St.

CHICAGO

For Best Results
CONSIGN

ReQua Brothers

Board of Trade, CHICAGO
W. M. TIMBERLAKE, Mgr. Cash Grain

Chicago Grain & Salvage Co.
DEALERS IN

SALVAGE GRAIN

GRAIN, FEEDS, Etc.
WRITE OR WIRE
930 Postal Telegraph Bldg. CHICAGO

J. J. BADENOCH CO.

400 N. Union Ave.
CHICAGO

RECEIVERS AND SHIPPERS OF GRAIN
JOBBER OF MILL FEEDS AND CONCENTRATES

Members of Chicago Board of Trade Since 1873

HITCH & CORDER

Commission Merchants

Members Chicago Board of Trade
Webster Bldg., 327 So. La Salle St., CHICAGO, ILL.
Tel. Wabash 6584

Henry H. Freeman & Co.

COMMISSION MERCHANTS

GRAIN HAY STRAW

60 BOARD OF TRADE, CHICAGO

HARRY A. ZWEIG & CO.

305 South La Salle Street
CASH GRAIN ONLY
Consignments—Sales to Arrive

Harris, Winthrop & Co.

15 Wall Street, New York
The Rookery, Chicago

GRAIN COMMISSION

MEMBERS

New York Stock Ex. New York Cotton Ex.
New York Prod. Ex. Chicago Stock Ex.
New York Coffee Ex. Chicago Bd. of T.
Winnipeg Grain Ex. Kansas City Bd. of T.
Minneapolis Chamber of Commerce

ARMOUR GRAIN COMPANY

GRAIN MERCHANTS

Manufacturers of
ARMOUR'S STOCK AND DAIRY FEEDS AND CEREAL PRODUCTS
208 So. La Salle Street, Chicago, Ill.

PHONE

We announce our removal to Suite 701 Continental and Commercial Bank Bldg., Chicago, where Jim Fones is in charge of our CASH GRAIN. Write for Wagner Summer Essays on grain. Ship to Wagner. Phone Fones. E. W. WAGNER & CO., 28 years in business. Grains, Securities, Cotton, Provisions.

FONES

GERSTENBERG & CO.

COMMISSION MERCHANTS

GRAIN and SEEDS

Barley a Specialty

Personal attention given
Sample Orders

315 So. La Salle St. CHICAGO

Traveling Representatives:
Ray Gerstenberg Jack De Courcy
Branch Office:
FT. DODGE, IOWA A. J. MOORE, Mgr.

Board of Trade
Members**CHICAGO**Board of Trade
Members**J. H. DOLE & COMPANY**FOR BEST RESULTS SHIP YOUR GRAIN AND SEEDS TO
RECEIVERS AND COMMISSION MERCHANTS
327 South La Salle Street CHICAGO, ILL.**CARHART & HARWOOD CO.****Grain Commission**
Board of Trade CHICAGO
Chamber of Commerce PEORIA

Speaking of a Commission Firm—

The Unfailing Choice of Men
of Good Judgment Is Usually**BRIDGE & LEONARD**
CHICAGO

CONSIGN TO

WEGENER BROS.**Grain Commission**305 SOUTH LA SALLE STREET
CHICAGO

WHEN YOU BUY—BUY RIGHT.

OUR ADVERTISERS OFFER THE BEST.

THE CORN EXCHANGE NATIONAL BANK
OF CHICAGOCAPITAL \$ 5,000,000.00
SURPLUS AND PROFITS 10,542,058.00

OFFICERS

ERNEST A. HAMILL, Chairman of the Board
EDMUND D. HULBERT, President
CHARLES L. HUTCHINSON, Vice-President
J. EDWARD MAASS, Vice President
OWEN T. REEVES, Jr., Vice-President
NORMAN J. FORD, Vice-President**JAMES G. WAKEFIELD**, Vice-President
EDWARD F. SCHOENECK, Cashier
LEWIS E. GARY, Ass't Cashier
JAMES A. WALKER, Ass't Cashier
CHARLES NOVAK, Ass't Cashier
HUGH J. SINCLAIR, Ass't Cashier

DIRECTORS

WATSON F. BLAIR
CHAUNCEY B. BORLAND
EDWARD B. BUTLER
BENJAMIN B. CARPENTER
CLYDE M. CARR
ERNEST A. HAMILL
CHARLES H. HULBURD
JOHN J. MITCHELL**CHARLES L. HUTCHINSON**
MARTIN A. RYERSON
J. HARRY SELZ
EDWARD A. SHEDD
ROBERT J. THORNE
CHARLES H. WACKER
HENRY P. CROWELL
EDMUND D. HULBERT

FOREIGN EXCHANGE—LETTERS OF CREDIT—CABLE TRANSFERS

ACCOUNTS OF GRAIN MERCHANTS INVITEDChamber of Commerce
Members**BALTIMORE**Chamber of Commerce
Members

Receivers, Shippers, Exporters

H. C. JONES & CO.
BALTIMORE
Grain and Hay
Consignments or Direct Purchases**CONSIGNMENTS A SPECIALTY**
JOHN T. FAHEY & CO.
Commission Merchants
Grain Receivers and Shippers
In the Market every day
Remember us on Rye BALTIMORE, MD.Established 1900
G. A. HAX & CO.
COMMISSION
Grain and Hay
BALTIMORE MARYLAND**C. P. BLACKBURN & CO.**
COMMISSION MERCHANTS
Grain Receivers Exporters
Sell to US Consign to US**Baltimore Grain Co.**
Consignments
Baltimore Maryland**GILL & FISHER**
Grain Receivers and Shippers
BALTIMORE**CHAS. ENGLAND & CO.**
Commission Merchants
GRAIN - HAY - SEEDS
308-310 Chamber of Commerce, BALTIMORE**TONS** to Dollars and Cents
Designed primarily for use of Coal and Hay Dealers. This book of tables shows at a glance the cost of any number of pounds of coal or hay at any price per ton from \$1.00, \$1.25, \$1.75, \$2.00 and so on to \$14.00. It is especially adapted for retailers. It is well printed on good paper, and bound in cloth. It has a marginal index. Size of book 4¼x8¼ inches, 110 pages. Weight 8 oz. Price, \$1.25.
GRAIN DEALERS JOURNAL 305 So. La Salle Street, Chicago, Ill.

Board of Trade
Members

INDIANAPOLIS

Board of Trade
Members


"Follow The Flag"
With Your Shipments
URMSTON GRAIN COMPANY
INDIANAPOLIS, IND.

BELT ELEVATOR & FEED CO.

Fred Vawter
INDIANAPOLIS, IND.

Commission—GRAIN—Brokerage

When we get your trade we will be just as anxious to hold it as we are now solicitous about having you send a trial car.

Established 1883

H. E. KINNEY GRAIN CO.

617 Board of Trade, INDIANAPOLIS, IND.
Consignments Have Personal Attention
38 Years of Satisfactory Service

Hayward-Rich Grain Co.

GRAIN COMMISSION

511 Board of Trade Building
INDIANAPOLIS, IND.

Want an Elevator?

Then consult the "Elevators for Sale" columns in this issue of the Grain Dealers Journal.

WM. R. EVANS GRAIN CO.

Commission and Brokerage

Our experience will get you the results you are after. Send us your corn and oat shipments.
Board of Trade Bldg. Indianapolis, Ind.

25 Years' Experience

KENDRICK & SLOAN CO., Inc.

GRAIN-HAY

518 Board of Trade, Indianapolis, Ind.

Chamber of Commerce
Members

MILWAUKEE

Chamber of Commerce
Members

W. C. MITCHELL CO.

Formerly Randall, Gee & Mitchell Co.
Especially Equipped to Handle
CONSIGNMENTS
Shippers of CORN and OATS
MILWAUKEE, WIS.

E. P. BACON CO. Grain Commission Merchants

Sellers of Cash Grain and
Field Seeds on Consignment
MILWAUKEE--CHICAGO--MINNEAPOLIS

For Consistent SERVICE
Ship to
Blanchard Grain Company
34 New Insurance Building
MILWAUKEE, WIS.
1920 A. D.
"A D" meaning Always Dependable

Produce Exchange
Members

TOLEDO

Produce Exchange
Members


JOHN WICKENHISER & CO.

Wholesale Grain Dealers
TOLEDO, OHIO

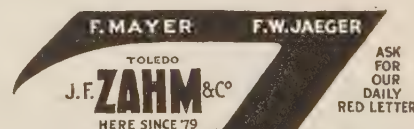
We make track bids and quote delivered prices.
Solicit Consignments of Grain and Clover Seed,
Members Toledo Produce Exchange and Chicago
Board of Trade

Clover Seed

International Game, played in Toledo, Ohio.
Providence does dealing. When "Seedy" favor

C. A. KING & CO.

Like Billy Sunday they deal in cash and futures



Toledo Seed Futures
Chicago Grain Futures
On that next order

"Send it to Zahm"

J.H. STREICHER W.W. CUMMINGS

CLARK'S Car Load Grain Tables

Eighth Edition Revised and Enlarged

WITH these tables you can quickly check up all reductions and detect and prevent errors.

Largest and most complete car load reduction table ever published. RANGE—Oats and Cotton Seed (32 lbs.), 8 tables, from 20,000 to 107,950 lbs. Malt (34 lbs.), 5 tables from 20,000 to 74,950 lbs.

Barley, Buckwheat and Hungarian Grass Seed (48 lbs.), 7 tables, from 20,000 to 97,950 lbs.

Corn, Rye and Flax Seed (56 lbs.), 9 tables, from 20,000 to 118,950 lbs.

Wheat, Clover, Peas and Potatoes (60 lbs.), 9 tables, from 20,000 to 118,950 lbs. The number of bushels in any weight of grain within the numbers specified above are given in bold face type, the remaining pounds in light face type. Pounds are printed in red and bushels in black.

These tables are printed on heavy linen ledger paper and bound in keratol covers with marginal index. Weight, 6 ozs. Price, \$2.50.

Grain Dealers Journal, 305 So. La Salle St., Chicago, Ill.

There is great satisfaction in trusting your
CONSIGNMENTS OF GRAIN AND SEED
to a firm you KNOW to be RELIABLE.

1887 H. W. DEVORE & CO. 1921
TOLEDO - OHIO

Shippers

in the Northwest read this page;
your "ad" will be read too if you
place it here.

BOARD OF COMMERCE
MEMBERS**AUGUSTA**BOARD OF COMMERCE
MEMBERS**CLARK MILLING CO.**Buyers—Soft Milling Wheat
White Milling Corn
DEALERS IN GRAIN AND FEEDSTUFFS**LAMB & HOLLINGSWORTH
BROKERS**Grain Flour Feed Provisions
MASONIC BLDG. AUGUSTA, GA.**You Can Sell—
Your Elevator**by advertising directly
to people who want to
buy, by using a**Grain Dealers Journal
Want Ad.****For Results, Let
H.W.FLETCHER & CO.
BROKERS**handle your Flour, Grain, Hay
and Feed Account in AugustaWho's Your Broker at Augusta
?**Alexander Cranston & Co.**
BROKERS SINCE 1890
Grain Hay Feed Flour MealBoard of Trade
Members**WICHITA**Board of Trade
Members**THE BAKER-EVANS GRAIN CO.**

601 Board of Trade, WICHITA, KANSAS

MILLING and EXPORT WHEAT, CORN and MILL FEEDS**RAYMOND GRAIN CO.**GRAIN MERCHANTS
CONSIGNMENTS
MILLING and EXPORT WHEAT**CARROLL GRAIN COMPANY**
WICHITA, KANSASReceivers and Shippers
GRAIN and FEED**HIPPLE GRAIN CO.
CONSIGNMENTS**WHEAT - CORN - OATS - KAFFIR - MILO
212 Board of Trade, WICHITA, KAN.When you see it in the
JOURNAL
help us by saying so**RECEIVERS**who want to reach the regular
grain dealers of the country
use space in the
Grain Dealers Journal**RECEIVERS, SHIPPERS AND BROKERS**

Brokers and Dealers

MOORE & COMPANYGrain Hay Cottonseed Products
SAVANNAH, GA.**MODERN FLOUR MILLS**1,000 Bbls. Daily
In the Market for**Red Winter Wheat**

MACON, GA.

Always in the market for
CORN OATS WHEAT
RYE BARLEYGet our bids before selling
STOCKBRIDGE ELEVATOR CO.
JACKSON, MICH.**The W. L. RICHESON CO., Inc.**FREIGHT
BROKERS AND FORWARDERS
613-614-615 Whitney Central Bldg.
NEW ORLEANS**E. I. BAILEY**CLEVELAND, OHIO
Receiver and Shipper of
Corn, Oats, Mill Feed

Ask for Prices

**TAYLOR & PATTON CO.**Terminal elevator capacity
250,000 bushels. Buyers and
shippers of Corn and Oats.
DES MOINES - IOWA**Cedar Rapids Grain Co.**RECEIVERS and SHIPPERS
CEDAR RAPIDS, IOWA**LANE & SONS GRAIN CO.****KAFFIR-MILO-WHEAT**

CLOVIS

NEW MEXICO

RECEIVERS, SHIPPERS AND BROKERS

Solicit inquiries for Natural and Kiln
Dried Corn, Country White Oats
E. A. GRUBBS GRAIN CO.
Greenville, Ohio

CENTRAL MILLS COMPANY
JOBBERs and FEED MFRS.
DIXON, ILL.

Send us samples whenever you can offer any grain
Byproducts, such as Oat Clips, Barley Chaff,
Wheat Scourings and Elevator Screenings.

MATTHEW D. BENZAQUIN
GRAIN AND FEED
Brokerage and Commission
DOMESTIC and EXPORT
505 Chamber of Commerce. Boston, Mass.

TRUSLER GRAIN CO.
RECEIVERS--SHIPPERS
All Grains---All Grades
EMPORIA, KAN.

SWIFT GRAIN CO.
Murphy Building
Detroit, Michigan
Consign or Ask Us for Bid

CONSIGN
WHEAT - CORN - OATS
—TO—
DUMONT, ROBERTS & CO.
626-8 Murphy Building
"The top 'o the market to you"

There is no better time to adver-
tise than the present. Better
start before your competitor.
Write the JOURNAL today.

Central Iowa Grain Co.
GRAIN MERCHANTS
Consignments Solicited
Exceptional Service Assured
Youngerman Bldg., Des Moines, Iowa

ALFALFA HAY IN BALES
May be treated by the New Process of Injecting
Food Values into the Bales to create an econom-
ical ration for feeding stock.
E. P. MUELLER
5 N. La Salle St. CHICAGO, ILL.

OUR NEW HOME



UNION FUEL BLDG.
123 W. Madison St.
Chicago



UNION FUEL COMPANY

Miners and Distributors of Bituminous Coal

A company with definite ideals.

Uniting:

Mines of established reputation
Compactness of location
Unexcelled transportation
Experienced supervision
Efficient service to customers

GENERAL OFFICES

Union Fuel Building, Chicago

L. J. Pulliam, President
Andrew Stevenson, Vice-Pres.
A. E. Lee, General Sales Manager
B. F. Bliss, Auditor

OPERATING OFFICES

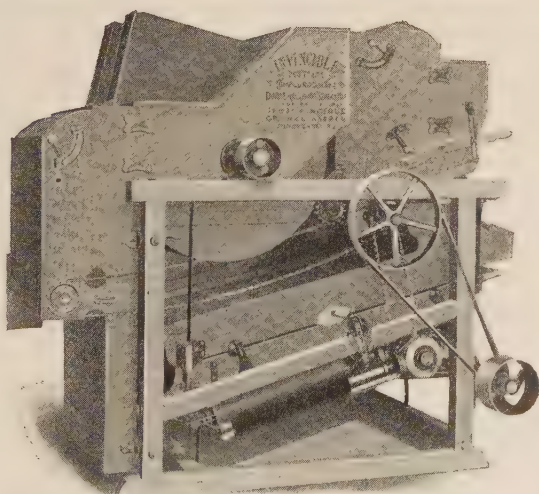
Reisch Bldg., Springfield, Ill.

G. W. Hatch, General Sales Mgr.
H. E. Smith, Gen'l Supt.
L. S. Short, Purchasing Agent

MINES LOCATED AT

No. 1 Nilwood, Ill.
No. 2 Keys, Ill. (Tuxhorn)
No. 3 Auburn, Ill.

No. 4 Athens, Ill.
No. 5 Selbytown, Ill.
No. 6 Girard, Ill. (Ridge)



Install an Invincible and Smile

Measured by bushels of grain cleaned in one
year, the amount of screenings returned
to the farmer, or paid for at screening
prices. An INVINCIBLE Receiving
Separator is absolutely indispensable.

Nearly all of America's exported grain is
cleaned on INVINCIBLES' before being
loaded into ships.

Can't you guess why?

INVINCIBLE GRAIN CLEANER COMPANY
Silver Creek, N. Y.

ADVERTISING

WELL PLACED IS YOUR BIG BUSINESS ASSET. A most direct, effective and
economical way to reach the progressive grain dealer in your advertising is
through THE GRAIN DEALERS JOURNAL.

IF YOU WANT TO

increase the capacity of your present cleaners, simply allow them to tail over wheat and reclaim this wheat with a Carter Disc Separator.

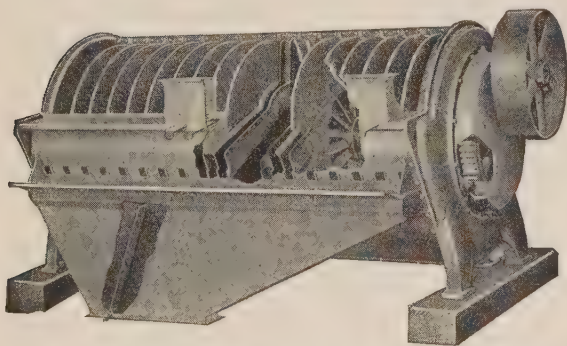
Under this plan you turn into profit what formerly was loss. It will assist you in drawing the greatest possible dividends from the money you have invested in your elevator.

The New Carter Disc Separator is simple in design—no sieves, no brushes—positive in operation—requires no supervision—practically no upkeep expense—and above all, gives a commercially perfect separation. This separator today is regarded as a 100% efficient piece of grain cleaning equipment.

The fool-proof construction and never-failing operation makes it especially profitable for elevator use.

Now built in capacities from 20 to 600 bushels per hour. Small machines also made for reclaiming cockle and wild peas from wheat.

Find out more about it.



THE NEW CARTER DISC SEPARATOR

Made by

Carter-Mayhew Mfg. Co.
Minneapolis - - - Minnesota

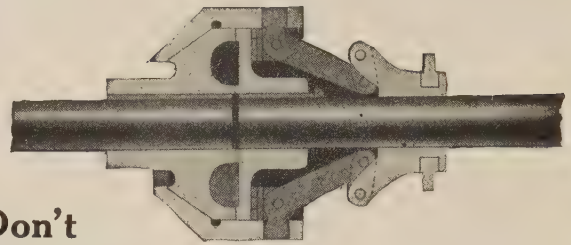
In Canada: Manufactured and Sold by
Strong-Scott Mfg. Co., Ltd., Winnipeg.

Carter-Mayhew Mfg. Co.,
Minneapolis, Minn.

Gentlemen: Let's hear what Disc Separation will accomplish in our elevator. We clean about bu. of wheat per day.

Name G. D. J.

Address



Don't
Say Clutch
Say **PEERLESS**

The PEERLESS Clutch a radically, differently constructed device for this purpose, was designed and proven to have more area of friction surface, less parts, simpler and perfect adjustment, greater stability and longer life. It is constructed entirely of metal of our own formulas and is so mechanically, perfectly assembled that proper lubrication reaches all friction surface. For high speeds and heavy duty we bronze line all friction surfaces in addition to the bronze bush sleeve, which is our standard equipment. The arrangement of links and levers is such that Clutch cannot be accidentally engaged or disengaged.

WRITE FOR DESCRIPTIVE CATALOGUE AND PRICES.

We carry a complete stock of Elevating, Conveying and Power Transmitting Machinery for Grain Elevators, Flour Mills, etc. We are also prepared to design complete Elevators and earnestly solicit your inquiries.

Essmuller Mill Furnishing Co.

1216-24 SOUTH 8th ST.

ST. LOUIS, MO.

Confirmation Blanks

Simple-Complete-Safe

If you would avoid trade disputes, and differences and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs and returns one and keeps the other.

This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.

The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

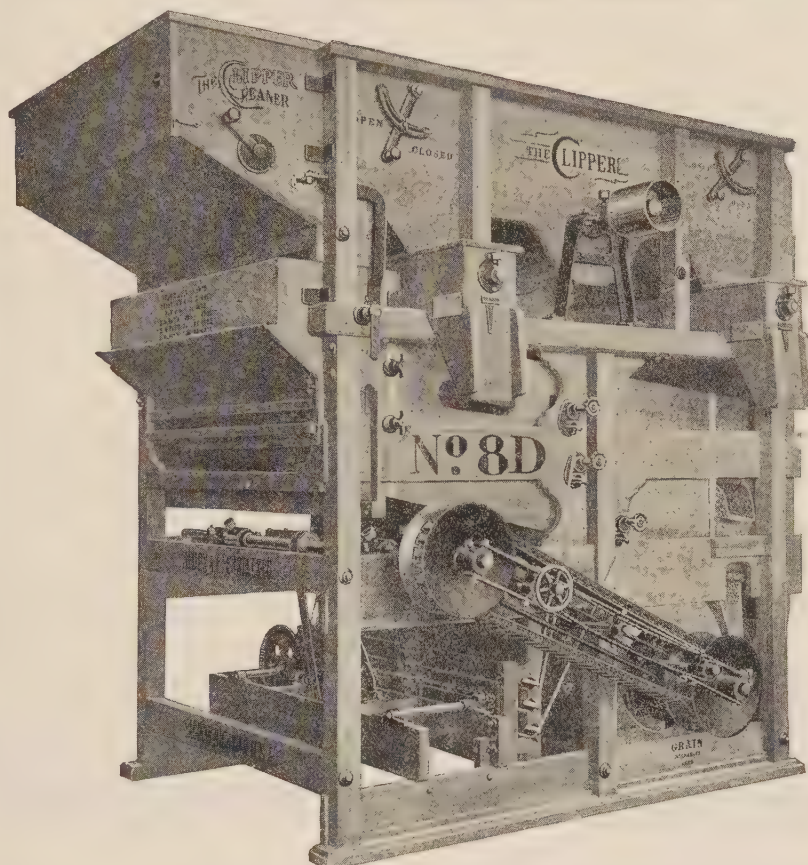
Fifty confirmations in triplicate and two sheets carbon bound with pressboard and wire stitched, size 5¼"x8¼".

Order Form 6 CB, Price 90 cts.

Grain Dealers Journal
305 S. La Salle Street CHICAGO, ILL.

CLIPPER

Double Suction Dustless Grain Cleaners



with—

Variable Air Regulator
Ball Bearing Suction Fans
Ball Bearing Loose Pulley
Improved Screen Holders
New Traveling Brush Adjustment
New Type Cross-Head for Brush Drive

In all these ideas the Clipper leads the Grain Cleaner Industry. It is just such things that make the Clipper the most popular cleaner on the market.

Results Actually Produced by CLIPPER CLEANERS in Operation

are far more convincing than empty claims. We have a large number of these Cleaners in use in the grain growing states and every owner or operator of a No. 8-D or No. 149-D Cleaner can vouch for the **HIGHLY PROFITABLE RESULTS** and **SATISFACTION** THEY GIVE.

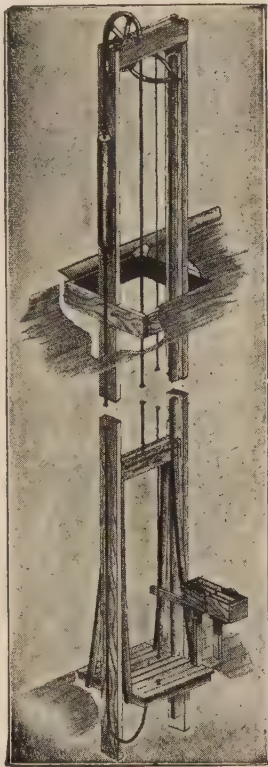
The Clipper Cleaner is not an experiment. Years of constant study and untiring efforts have enabled us to produce a machine that stands **SECOND TO NO OTHER CLEANER ON THE MARKET.**

PRICE

No. 149-D	\$483.00
No. 8-D	552.00

CATALOG ON REQUEST

A. T. FERRELL & CO. SAGINAW MICHIGAN



WHY WALK

to the cupola of your elevator each time the head machinery needs oiling or cleaning. This is a waste of effort that could be spent more advantageously in some other way. Another thing, have you considered that the installation of a

Sidney Manlift

in your elevator earns a lower insurance rate for you? Figure it out, and you will find that the saving thus effected will almost pay for the manlift. There are many ways a manlift will save you money, which are explained in our recent catalog, also describing other machines in the extensive line of "Sidney" elevator machinery. This catalog is yours for the asking.

The PHILIP SMITH MFG. CO.

SIDNEY, OHIO

Globe Combination Auto Truck & Wagon Dump

SIMPLE - RELIABLE - PRACTICAL

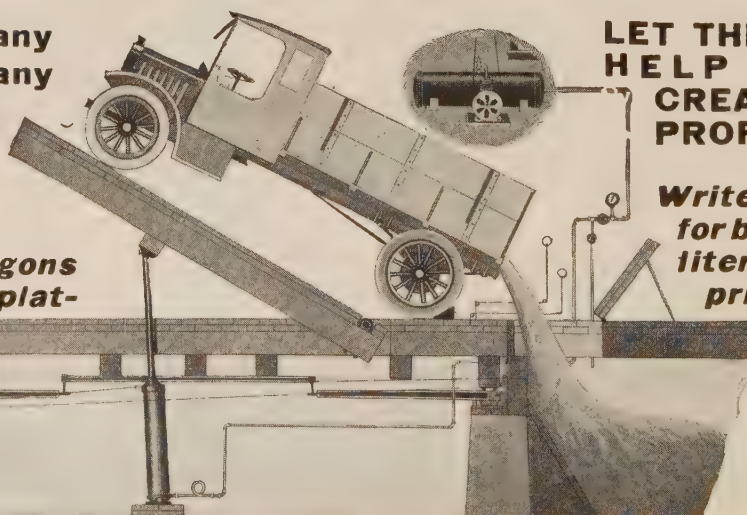
(SPENCER PATENTS FEB. 1919)

Manufactured by
Globe Machinery & Supply Co.
Des Moines, Iowa.

Not Sold on Price Alone—But on Quality and Service

Can be installed in any drive way -- with any type, size or make of scale, or independent of scale if desired.

Dumps, Trucks, Wagons and Sleds--all on one platform and clean into one pit-hole.



LET THE GLOBE HELP YOU INCREASE YOUR PROFITS.

Write us today for blue prints, literature and prices and a large list of installations.

Our equipment of tank steamers, tank cars and tank stations at New Orleans, Louisiana, and Gulfport, Mississippi, offers you a dependable service for your requirements of

Cane Blackstrap Molasses

This service is at your disposal.

Write or wire for quotations.

American Sugar Refining Company

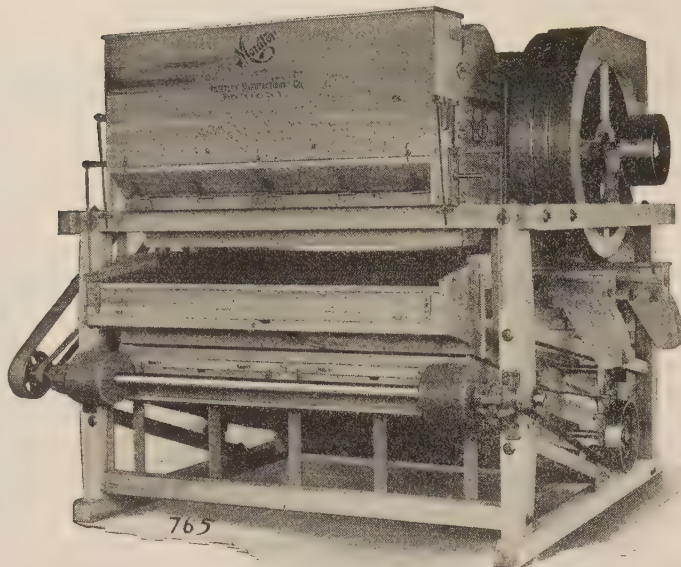
Molasses Division

Chicago

New York

New Orleans

Monitor



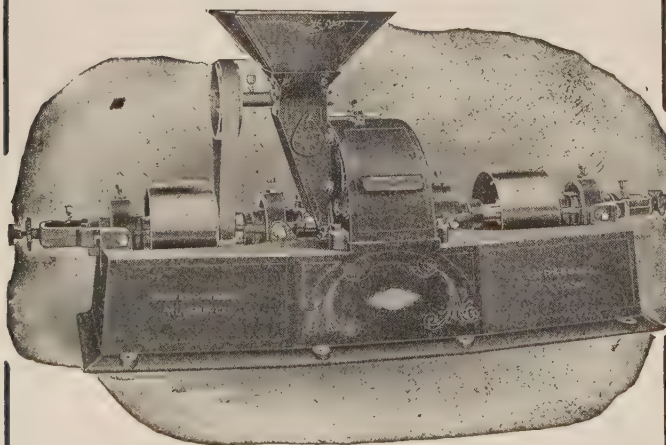
The user of the MONITOR Receiving Separator has at his command every known convenience and improvement. He knows that his cleaning operations will meet the approval of inspection and that he is establishing a reputation for his products sufficient to insure top price.

CANADIAN PLANT:
HUNTLEY MFG. CO., Ltd.
TILLSONBURG, ONT.

HUNTLEY MFG. CO.

Department B
SILVER CREEK, N. Y.

You Cannot Judge A Mill by the Advertised Description



If you are interested to know why our "HALSTEAD" has larger capacity; does better work with less power, at about one-half upkeep expense, and original cost of Mill from 40% to 60% less than other makes, write us for catalogue.

THE ENGELBERG HULLER CO.
831 W. Fayette Street SYRACUSE, N. Y.

WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books
Attrition Mill
Bag Closing Machine
Bags and Burlap
Bearings { Ball
Roller
Belting
Boots
Buckets
Car Liners
Car Loader
Car Mover
Car Puller
Car Seals
Cleaner
Clover Huller
Coal Conveyor
Conveying Machinery
Distributor
Dockage Tester
Dump { Auto Truck
Wagon
Dump Controller
Dust Collector
Elevator Leg
Elevator Paint
Feed Mill
Fire Barrels
Grain Driers
Grain Tables

Gravity Cleaner
Herringbone Reduction Gears
Lightning Rods
Manlift
Moisture Testers
Oat Bleachers and Purifiers
Oat Clipper
Painting or Repairing
Portable Elevator
Power { Gas Engine
Kerosene Engine
Motors
Power Shovel
Renewable Fuse
Rolls for Cracking Corn
Sample Envelopes
Scales
Scarifying Machine
Self Contained Flour Mill
Separator
Sheller
Sieves
Siding-Roofing { Asbestos
Steel
Silent Chain Drive
Spouting
Storage Tanks
Testing Apparatus
Transmission Machinery
Transmission Rope

or anything used in a grain elevator.

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

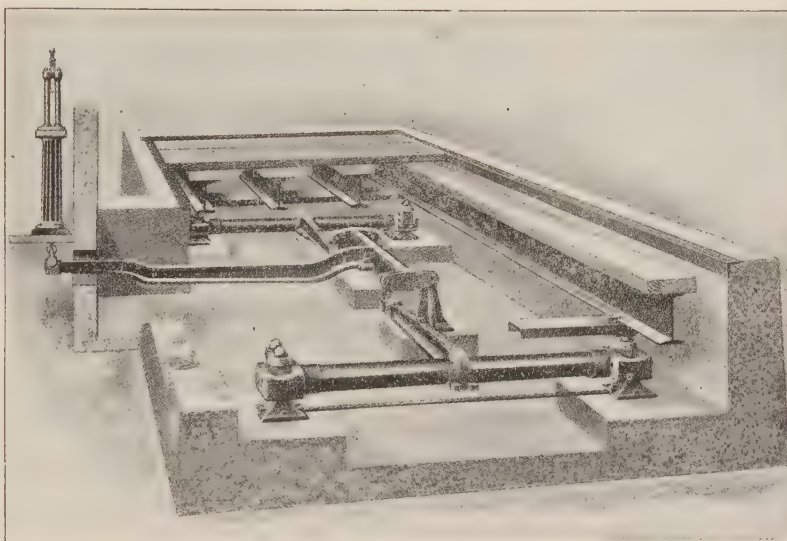
INFORMATION BURO

Grain Dealers Journal, 305 So. La Salle St., Chicago

Howe Ball Bearing Auto Truck and Wagon Scales

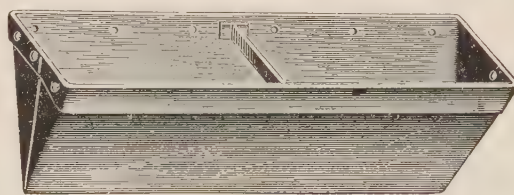
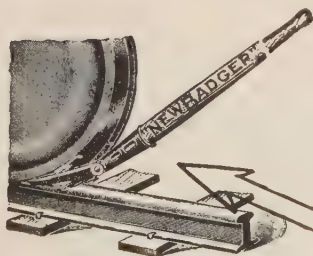
The cut below shows our **Special** 10-Ton Auto Truck and Wagon Scale for Country Elevators and Coal Yards. Platform 16x8 and Full **Heavy Steel Four I Beam Construction**, with Angle Iron Outside Frame.

H
O
W
E

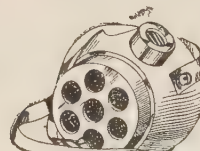
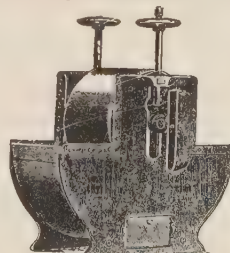
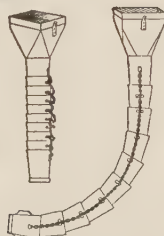
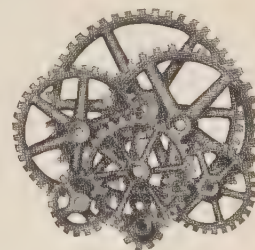


H
O
W
E

Over **200** of these Special Scales sold in Nebraska and Iowa in 1920. Send for this list. Write users and get their opinions of this **Special** Scale.



Minneapolis V Buckets
Salem & Empire Buckets, Large Stock



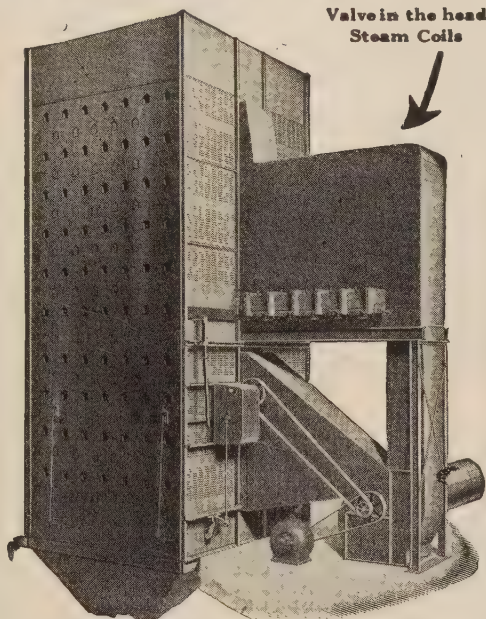
Dust Protectors



Complete stocks of all kinds of Pulleys, Belting, Sprockets, Loading Spouts, Grain Spouting and everything for a complete elevator. Write us.

AMERICAN SUPPLY & MACHINERY CO.
O M A H A 1102 Farnam Street N E B R .

MORRIS GRAIN DRIERS



"MORRIS DRIED SAME AS SUN DRIED"

**BE PREPARED
BUY AN AUTOMATIC MORRIS**

You will use it every year.

AUTOMATIC and SELF CONTAINED

Requiring no special Building Construction. The Automatic feature eliminates an attendant. This is the simplest, most positive and uniform drier made. Write for detailed information and you will BUY A MORRIS if you buy a Drier.

**We Also Offer a Complete Line of
Direct Heat Driers**

THE STRONG-SCOTT MFG. COMPANY

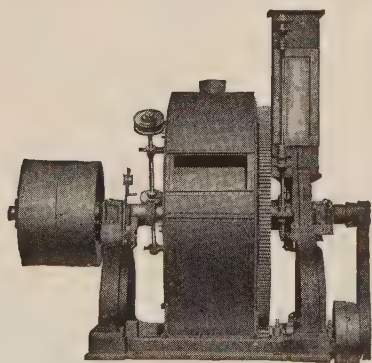
"Everything for Every Mill and Elevator"

GREAT FALLS

SPOKANE

MINNEAPOLIS

WINNIPEG



TRIUMPH BARLEY PEARLER

Triumph Pearlars are being used by this country's largest producers of pearled grain. They are automatic in every respect and produce a product which cannot be beaten.

We'll be glad to supply full information to those who desire it.

THE C. O. BARTLETT & SNOW CO.
Main Office and Wcrks: Cleveland, Ohio.

OUR IMPROVED

Railroad Claim Books

require little of your time for filing, and contain spaces for all the necessary information in the order which assures prompt attention on the part of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment.

Form A is for Loss of Weight in Transit Claims.

- " B—Loss in Market Value Due to Delay in Transit.
- " C—Loss in Quality Due to Delay in Transit.
- " D—Loss in Market Value Due to Delay in Furnishing Cars.
- " E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon. You tear out the original to send to the claim agent, and the carbon copy remains in the book, as a record of your claim.

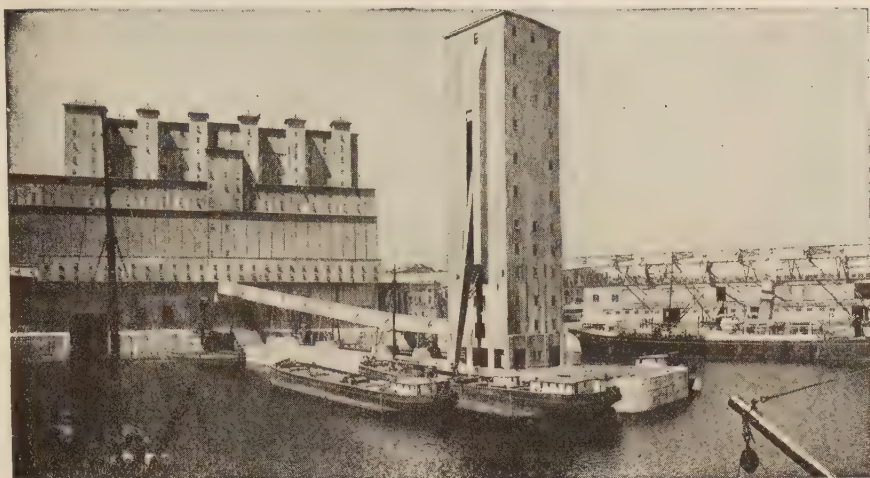
The five forms are well bound in three books, as follows:
411-A contains 100 sets all Form A. Price, \$2.00
411-E contains 100 sets all Form E. Price, \$2.00
411-5 contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E. Price \$2.00.

Send all orders to

GRAIN DEALERS JOURNAL

305 South La Salle Street

CHICAGO, ILL.



WEBSTER EQUIPMENT

Webster conveying and elevating equipment has deservedly won high recognition—because back of each installation is a fundamental principle of design and construction, which is permanently reflected in its wonderful service performance and low operating cost.

Your delayed installation may present peculiar conditions—unusual obstacles, but these can be quickly overcome by Webster engineers—who represent a development in conveying practice—far in advance of many present-day problems. In this way is maintained the high standard that is looked for in Webster equipment.

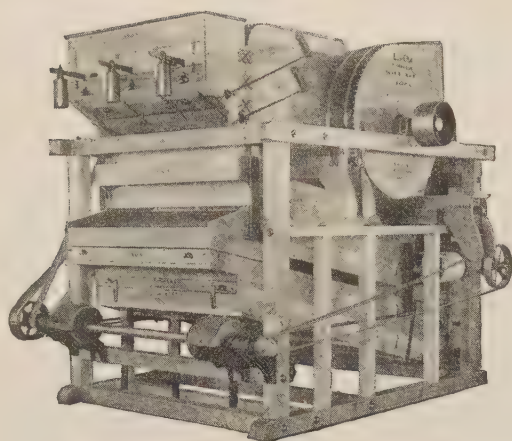
If you have an elevator or conveying problem—why not solve it NOW—with the assistance of experienced engineers, and a factory having the prestige of over forty years of successful manufacturing history.



THE WEBSTER MFG. COMPANY
4500 - 4560 CORTLAND STREET
CHICAGO

FACTORIES CHICAGO AND TIFFIN, OHIO.

SALES OFFICES IN PRINCIPAL CITIES



This NEW EUREKA

For Cleaning

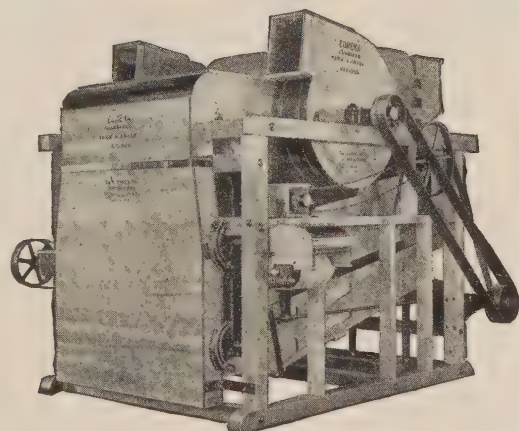
CORN and SMALL GRAINS

IS

A Masterpiece of Efficiency!

We purposely ask you to forget any preconceived standards you may have had of efficiency, because we believe this Cleaner is going to sweep aside every precedent of desirability that you may have had of any machine designed for a like purpose.

This, our latest offering, represents the utmost in highly developed knowledge and skill.



EUREKA
SERVICE SATISFIES



WRITE FOR BULLETIN

S. HOWES COMPANY, Inc.
SILVER CREEK, N. Y.

OUR MOTTO for over twenty-five years has been **SAFETY FIRST.**

During these years we have equipped hundreds of elevators with dust collecting systems to



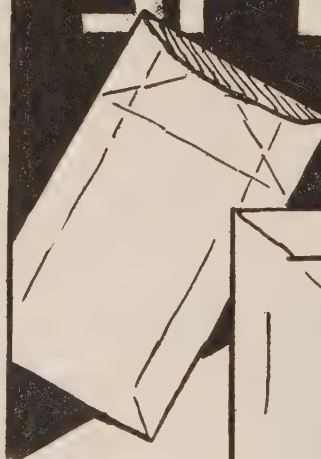
prevent explosions, and no dust explosion or loss of a single life has occurred in one of them.

Your liability attaches if you don't protect your elevator and workers.

FOR CATALOGUE, WRITE

THE DAY COMPANY
Minneapolis, Minn.

SPEAR



Sample
Envelopes



The Best

**Grain Samples Sent the Spear Way
Always Reach Destination**

The value of supplying your customers with clean, promptly delivered samples is obvious. Do not neglect the important factor of good sample envelopes.

Write us for samples and prices today.

HEYWOOD MFG. CO.
420 N. 3rd St. Minneapolis, Minn.

We Make a SPECIAL BUSINESS of REPAIR WORK

*Our Repair Crews for
REMODELING and OVER-
HAULING GRAIN ELEVATORS
Go All Over The Grain Territory*

*If you have any changes in view, write
us and we will send an engineer, with-
out cost to you to estimate your work.*

GRAIN DEALERS SUPPLY CO.
MINNEAPOLIS /// MINNESOTA
BRANCHES
FT. DODGE, IA... HASTINGS, NEBR... ABERDEEN, S.D... FARGO, N.D.

What's Wanted?

The quickest way to supply your needs is to tell your wants to a sympathetic audience.

The "Wanted and For Sale" pages of the GRAIN DEALERS JOURNAL affords the largest and best medium to make your wants known.

Read what satisfied customers say:

"It pays to advertise in the GRAIN DEALERS JOURNAL. We have had several desirable replies to our Help Wanted ad."—Bloomington Mills, Bloomington, Ills.

"You need not insert our ad. again as we have found a boiler."—Hoerner Elev. & Mills Co., Lawrenceville, Ills.

"We have secured all the help we need from our adv. in the JOURNAL. We have probably received 40 or 50 replies, and are much pleased with results."—Clovis Mill & Eltr. Co., Clovis, N. M.

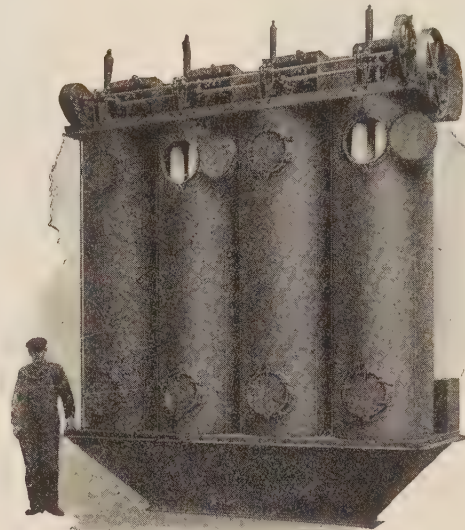
The charge for such announcements is small—only 25c per type line. Try them. Supply your needs quickly.

Grain Dealers Journal

305 So. La Salle St.

CHICAGO, ILLS.

The Ounce of Prevention



ALLIS-CHALMERS STYLE B DUST COLLECTOR

A Fire and Explosion
Preventative

Write for Bulletin No. 1454
Complete Engineering Service

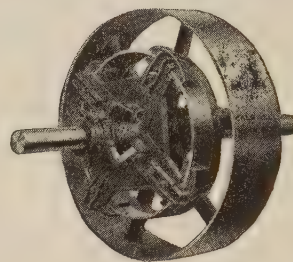
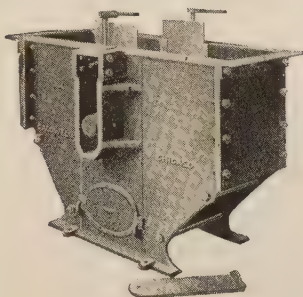
ALLIS-CHALMERS
MANUFACTURING COMPANY

MILWAUKEE, WISCONSIN. U.S.A.

Power and Electrical Machinery
Electric Motors Oil Engines
Steam Engines Power Transmission Machinery
Centrifugal Pumps
Flour Mill Machinery
Dust Collectors Air Compressors
Complete Electric Plants for Village
Light and Power

Offices in All Principal Cities

Elevating, Conveying and Power-Transmitting Machinery



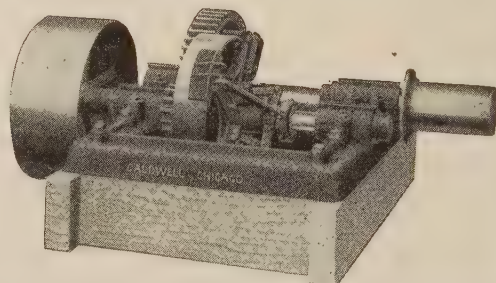
"HELICOID" AND SECTIONAL FLIGHT SCREW CONVEYOR, STEEL CONVEY-OR TROUGHS, STEEL LEG CASINGS, BOOTS, BUCKETS AND BOLTS FOR ELEVATORS, CAR PULLERS, POWER GRAIN SHOVELS, DISTRIBUTING SPOUTS, TURN HEADS, BELT CONVEYORS, PULLEYS, GEARS, BEARINGS, SHAFTING, FRICTION CLUTCHES.

CATALOG NO. 45 SENT ON REQUEST

H. W. CALDWELL & SON CO.

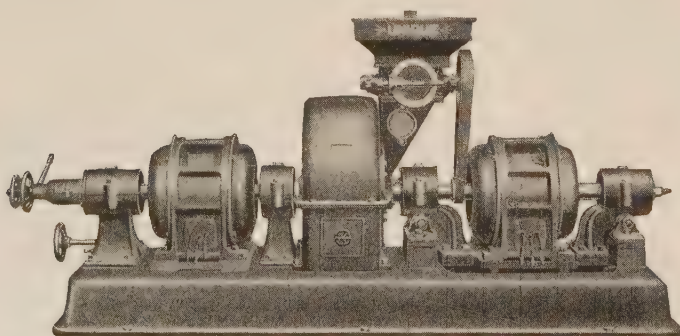
17th St. and Western Ave.
CHICAGO, ILL.

New York, 50 Church St.
Dallas, Tex., 709 Main St.



Do You Want

a Mill that will give you greater capacity when you are rushed to get out the feed for your customers?



HIDDEN FEATURES in the **Unique** make this possible, and when you consider that the Unique runs on Ball Bearings and that General Electric Motors running at 1750 revolutions per minute in opposite directions—are built into the mill, YOU KNOW that you can make feed that cannot be surpassed for fineness and uniformity, and at the lowest cost per ton.

Write **ROBINSON MFG. CO.,** P. O. BOX 411, MUNCY, PA.

Chicago Office: 416 Western Union Bldg.
Chicago
456 L St., N. E. Minneapolis, Minn.
1131 S. 2nd St. Louisville, Ky.

79 Milk St. Boston, Mass.
3325 Archwood Ave. Cleveland, Ohio
39 Cortland St. New York City

For Accurate Moisture Tests use our Grain Dealers' Air Tight Cans for forwarding your grain samples.
ST. LOUIS PAPER CAN & TUBE CO.
ST. LOUIS, MO.



A Real Protective Paint

is one that successfully withstands for many years, the attacks of rust, acids, gases, etc., making frequent repainting unnecessary.

DIXON'S Silica Graphite PAINT

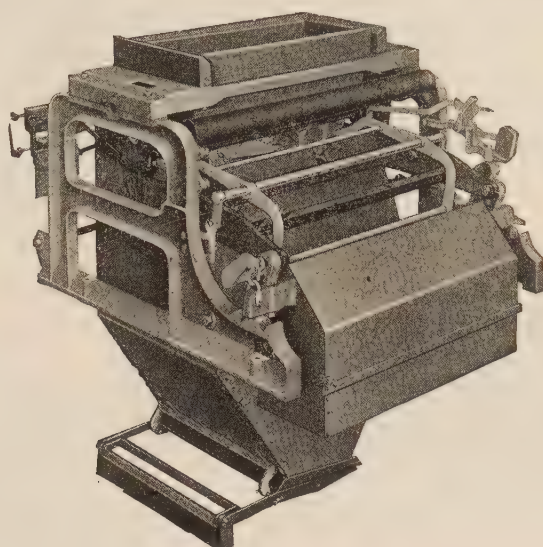
will effectually protect for years elevators, stacks, etc., from this corrosion.

We have records of long services given in all climates and on all types of structures. Write for them and Booklet No. 15-B.

Made in JERSEY CITY, N. J., by the

JOSEPH DIXON CRUCIBLE COMPANY
JERSEY CITY, N. J.
ESTABLISHED 1827





A Complete Weight Record for Proving Claims for Transit Losses

THE NEW RICHARDSON AUTOMATIC GRAIN SHIPPING SCALE

built for the Country Elevator and endorsed by thousands of users throughout the continent.

The correct weight of every carload shipment is mechanically printed on a scale ticket provided for the purpose, and this effective evidence of correct weight is just what the shipper needs to prove the accuracy of his shipping weight.

Built to conform to every requirement of the Interstate Commerce Commission, which is the court of last appeal on this subject, a Richardson not only meets every obligation of the law, but adequately and completely fulfills every need of the Country Shipper.

Under date of February 5, 1921, a user writes:

"The old Richardson is still kicking and giving absolute satisfaction and weights are sure good. Wish I could say the same of another make of scale we have in our other house, and you can bet if we keep the elevator I will have another Richardson."

Self-Operating, Self-Adjusting and Self-Registering the RICHARDSON Avoids All Man-Made Errors

that can so easily destroy the validity of a weight record, and operating as an independent unit, it releases the shipper from the hot, tiresome and dusty job of continually watching and operating his scale, whilst he has work to do elsewhere.

Easily and inexpensively installed. It delivers direct to cars.

RICHARDSON SCALE COMPANY

Passaic, N. J.

CHICAGO

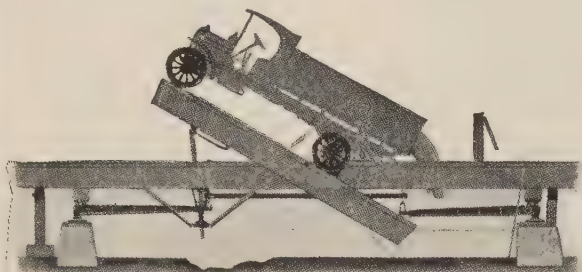
MINNEAPOLIS

OMAHA

WICHITA

Use a BENSON TRUCK DUMP

The simplest Combination Dump made for Auto Trucks, Wagons and Sleighs
ENTIRELY HAND OPERATED



We have installed hundreds of truck dumps
and **WE KNOW**

GRAIN DEALERS SUPPLY CO.

MANUFACTURERS AND CONTRACTORS

Designs and estimates furnished for new elevators

WE BUILD IN WOOD OR CONCRETE

SPECIALISTS IN REPAIR WORK

Write us at

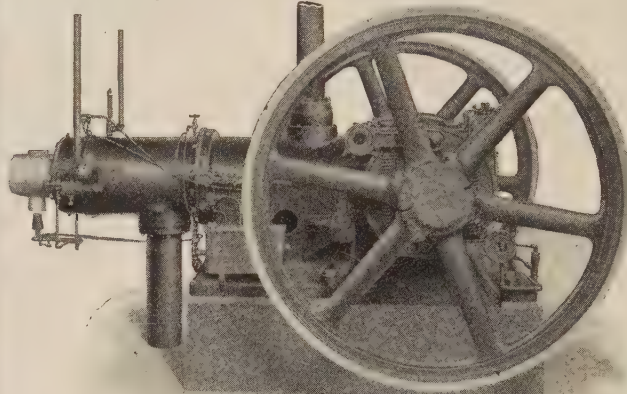
MINNEAPOLIS

MINNESOTA

**The MUNCIE
CRUDE OIL ENGINE**

*Will give you the kind of service
and economy in operation
you are looking for.*

Fuel Oil or Kerosene, Gas Oil or Power Distillate
use which you can get at cheapest cost.

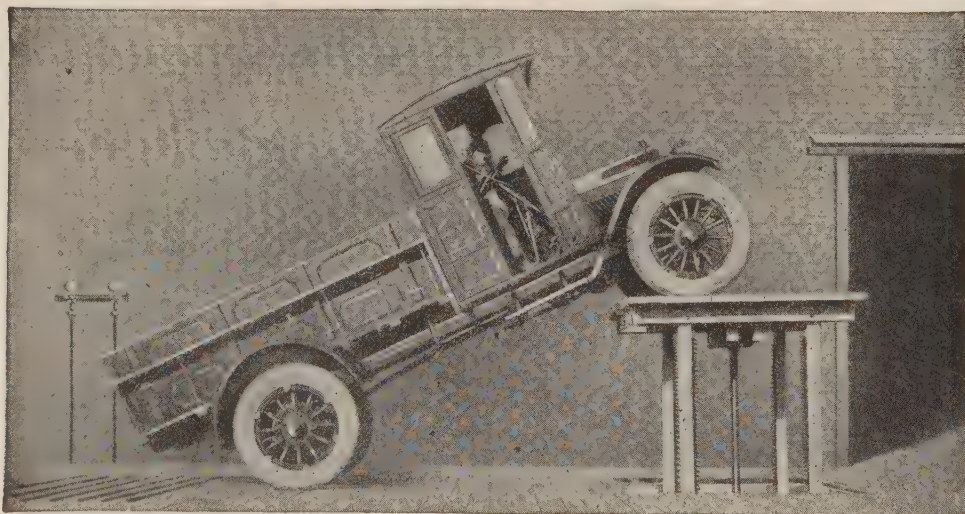


Sizes to suit any Mill—No extra expense for too much
surplus power—Quick starting—Smooth running.

DISTRICT DEALERS WANTED—For Flour and Feed Mill
and Elevator Trade,
Good Territory Open for Live, Responsible Representatives.

ADDRESS

MUNCIE OIL ENGINE CO.
320 Grand Ave. Muncie, Indiana

**TRAPP DUMP PRICES
ARE REDUCED**

We have made a voluntary reduction of prices in anticipation of lower expenses for labor and raw materials.

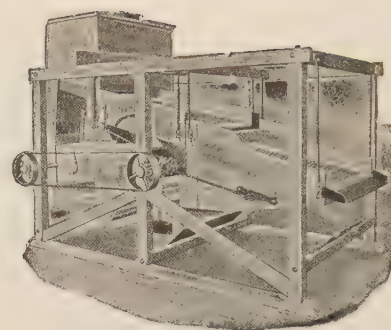
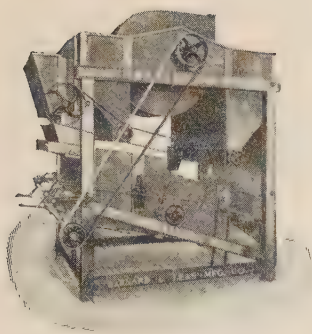
YOU SHOULD ORDER AT ONCE, as we cannot guarantee how long these prices can remain in effect. You know the reputation of **TRAPP DUMPS**. There is no question but a Trapp Auto Truck Dump or a Trapp Combined Truck and Wagon Dump installed in your elevator would handle all vehicles **QUICKLY AND WITH THE UTMOST SAFETY**. The installation can be made very easily.

Write for full details, free illustrated circulars, and new prices. You should attend to this right away and provide now for modern truck dumping facilities at your elevator.

Trapp-Gohr-Donovan Company

1125-27-29 North 22nd St.

OMAHA, NEBRASKA



RETURN TO NORMALCY!

Reduce Prices—Charge Off Loss Return to Normalcy

This policy was adopted by us six months ago. We were the FIRST in our line to make the sacrifice, and hundreds of Grain Dealers have greatly profited by our REDUCED PRICES.

YOU, too, can help bring about normal conditions in business by placing your orders with us now for the required new Elevating, Conveying, Feed Mill and Transmission machinery—Repair parts, Roll Grinding and Corrugating, etc.

BARNARD-MOLINE QUALITY GRAIN HANDLING MACHINERY

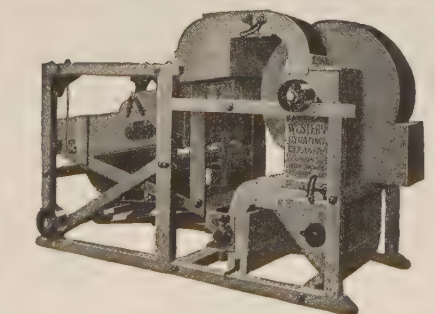
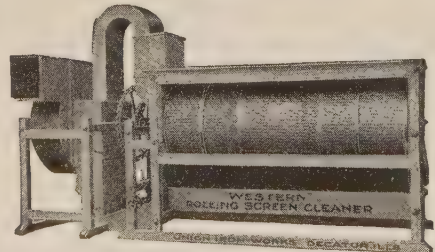
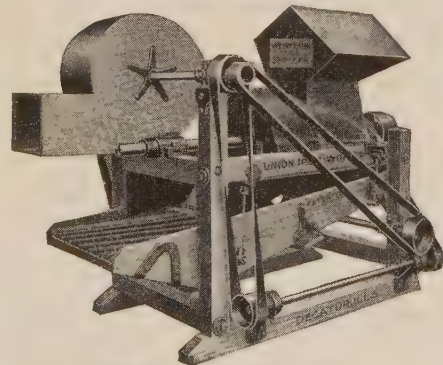
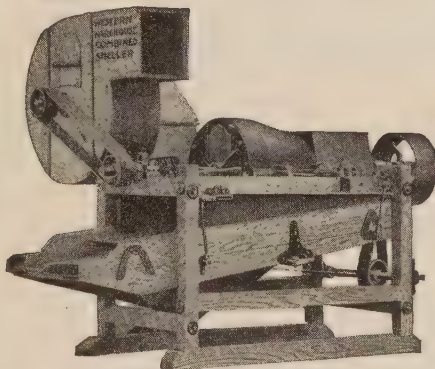
Economical—Durable—Efficient

BARNARD & LEAS MFG. CO.

**MILL BUILDERS AND
MILL FURNISHERS**

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.





WESTERN Shellers and Cleaners RANK FIRST IN SERVICE DURABILITY AND EFFICIENCY

We also manufacture a complete line of Grain Elevating and Power Transmission Machinery. A complete stock is always on hand in our plant, making it possible to offer exceptional service in the way of prompt shipment.

Send for our new catalogue No. 27.

*Give Us a Chance to
Prove These Statements*

UNION IRON WORKS
DECATUR, ILLINOIS

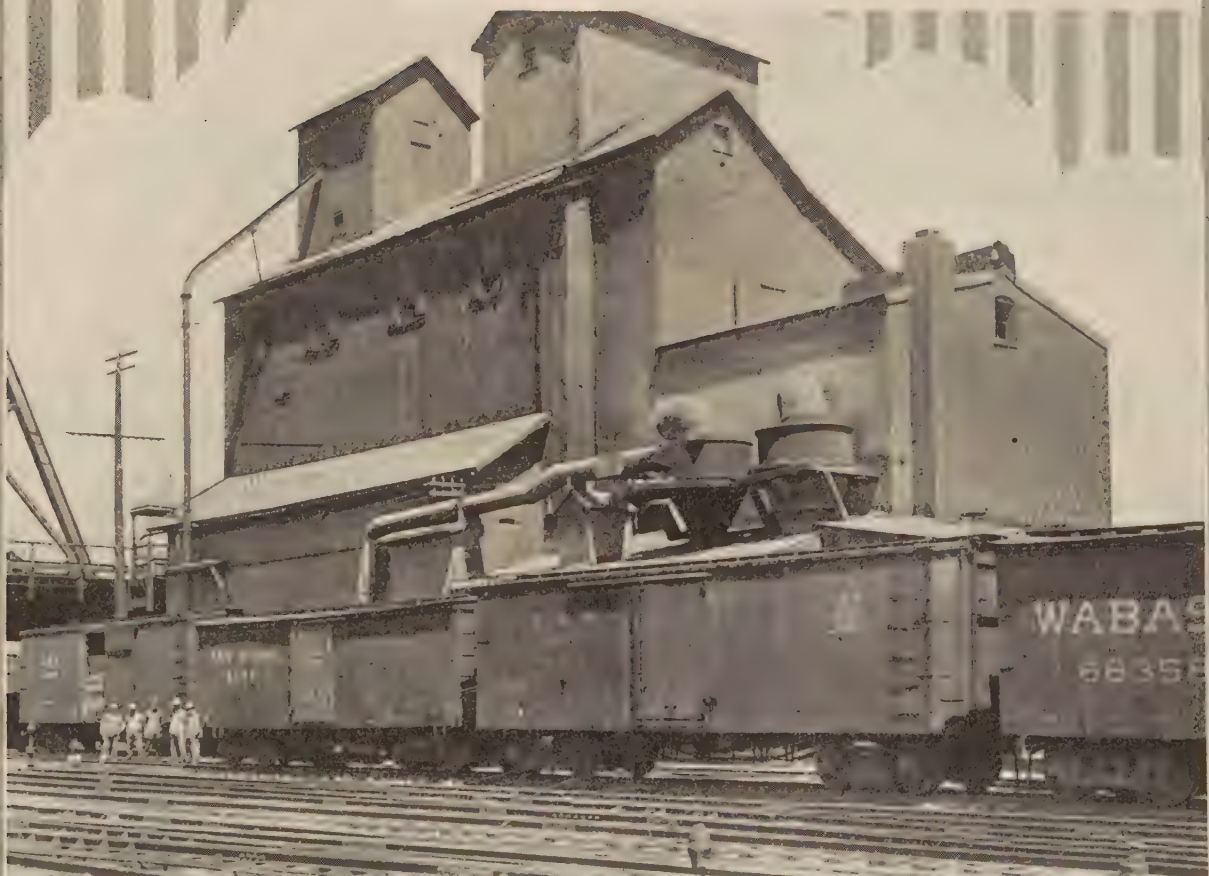
One Value of Armco Covered Elevators

33.5% of railroad fires are caused by sparks from their own locomotives. Out of 9194 fires 3080 are shown to have been caused by sparks from locomotives. Elevator and mill owners with property adjacent to railroad rights of way must provide against this fire hazard. Elevators sided and roofed with American Ingot Iron are protected against locomotive sparks. Besides it means a lower insurance rate.

Armco siding and roofing is rust resisting. Responsible builders with a reputation for building good elevators insist upon Armco siding and roofing. The Armco stamp reflects the quality of the entire construction.

Is your elevator properly protected from a locomotive spark fire?

The American Rolling Mill Co.
Middletown, Ohio



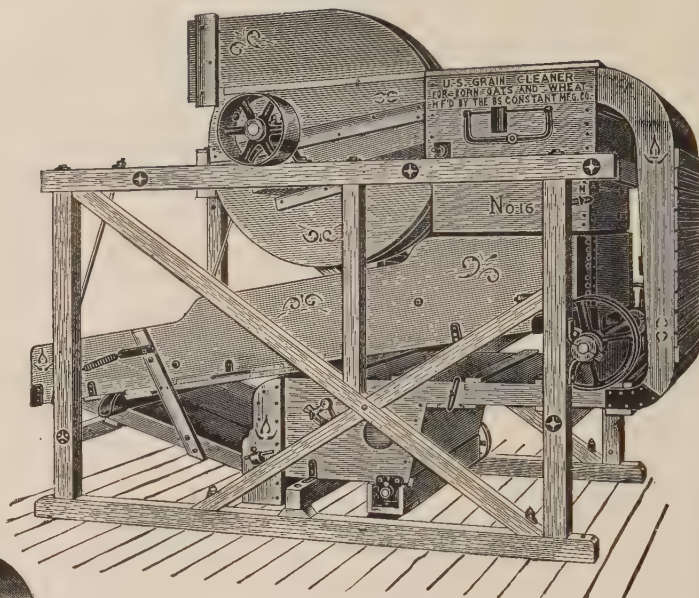
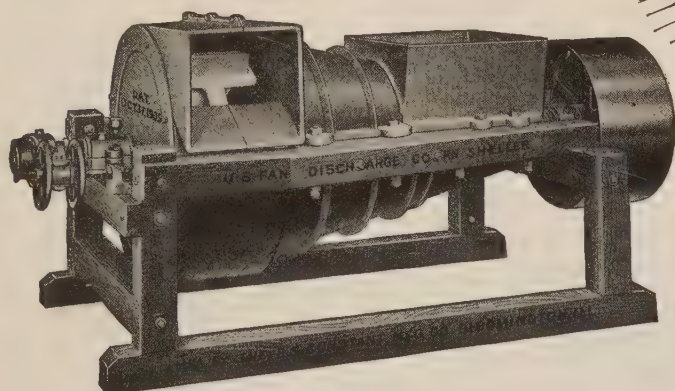
The American Rolling Mill Co.
Middletown, Ohio



CLEANING AND SHELLING

the two most important operations in handling grain through an elevator—they should be the most efficient. Your desire for greater shelling efficient will be gratified if you install

The U. S. Corn Sheller



The U. S. Grain Cleaner

is acknowledged a leader in satisfactory performance and has built up a reputation for operating efficiency and economy unequaled by any other. Send for our catalog describing these and other grain elevator machinery.

B. S. CONSTANT MFG. CO.
Bloomington, Ill.

"STANDARD" CAR-LOADING SPOUTS



"Standard" Flexible Loading Spouts are manufactured to endure long, hard usage.

For dependability and efficiency, they know no superior.

The regular Telescope Loading Spout with chain connections is made of 18, 16, 14 and 12-gauge iron from 6 inch by 5 foot to 12 inch by 10 foot and in all intermediate sizes.

Write for prices on Car-Loading Spouts or any other Mill and Elevator Equipment made of steel or galvanized iron.

Standard Steel Works

Successors to The Ell-Kay Mfg. Co.

1736 Tracy, Kansas City, Mo.

Write for
Catalog

THE DIXIE MILLER

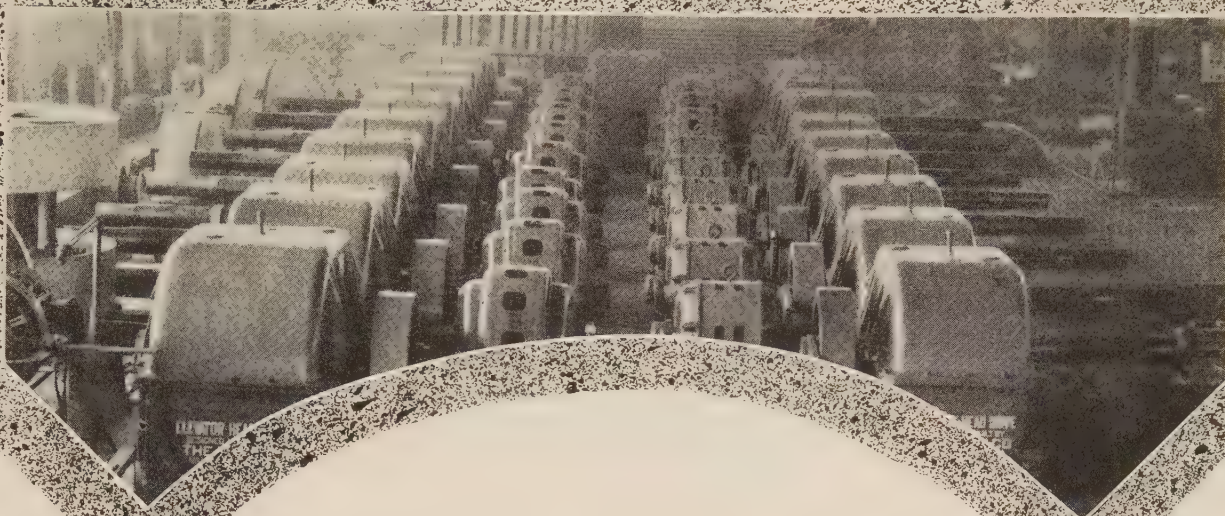
A Monthly Journal
Devoted to Milling,
Flour, Grain

Established 1893

Subscription Price \$1.00 a Year

*Sample copy furnished to interested
parties upon request*

ATLANTA, GA.



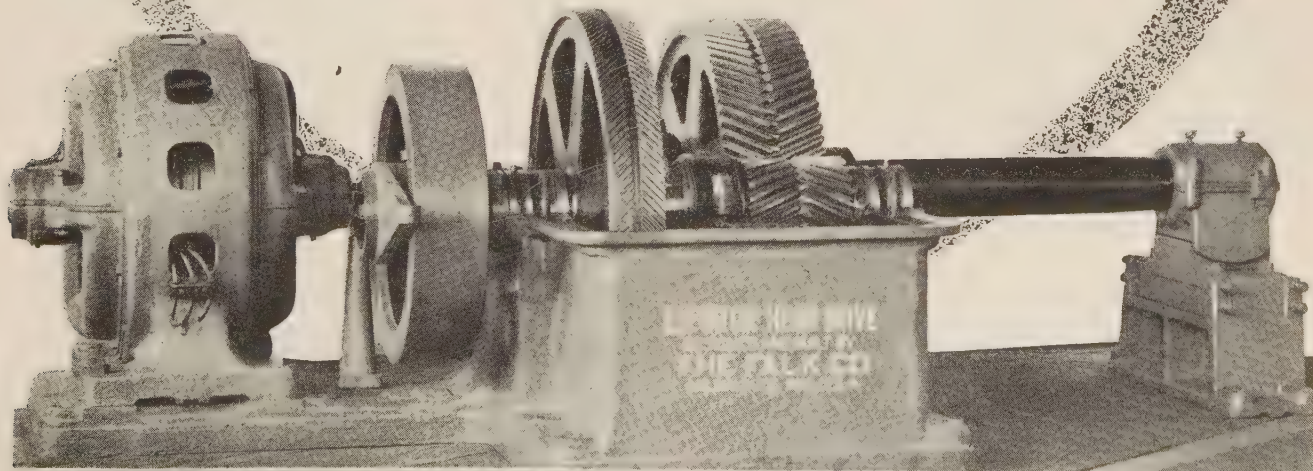
--power saving

Since the introduction of the individual electric motor drive for each elevator leg grain elevator, engineers have been confronted by the problem of reducing down the speed of the motor to accommodate the revolutions of the head pulley. A clean discharge from the buckets on the belt keeps the speed of the head pulley shaft within certain narrow limits for each diameter of head pulley, so that all reductions had to be made in the transmission or prime mover.

The direct connected motor large enough to generate the required power at the slow speed of the head pulley shaft is so costly as not to be considered, although it is mechanically possible and ideal. The nearest approach to this ideal drive is the Wuest Herringbone Gear, which is compact and is designed to have comparatively no transmission loss. Besides the advantage of transmitting nearly all the power developed by the motor to the head pulley without undue loss of friction the gear drive greatly reduces the hazard of fire and of personal injury. The direct drive eliminates the long lines of shafting with many bearings that are likely to run hot and start a fire, and gives the workmen no opportunity to get caught in belting.

The efficiency of this drive is such that it delivers 97% of the power. This fact alone warrants your close investigation of this greatest of power savers.

The Falk Co.
Milwaukee



For elevator and mill supplies we issue a net price catalog. If in the market write us for one.

WHITE ★ STAR ★ CO.
WICHITA, KANSAS

When You Think of Electrical Construction or Repairing—THINK OF

Pierson-Wilcox Elect. Co.
MINNEAPOLIS, MINN.

ESTABLISHED 1-98

THE BUSY SEASON

Of elevator building and repairing is here. Repairs are big items in maintenance of machinery. Shrewd purchasers estimate and calculate them closely.

ECONOMY OF SPACE and ECONOMY IN USE are important features.

THE HALL SIGNALING DISTRIBUTOR



is a simple, efficient, durable device which accomplishes ends none others reach, as a thousand users will testify.

HALL SPECIAL (ELEVATOR LEG)

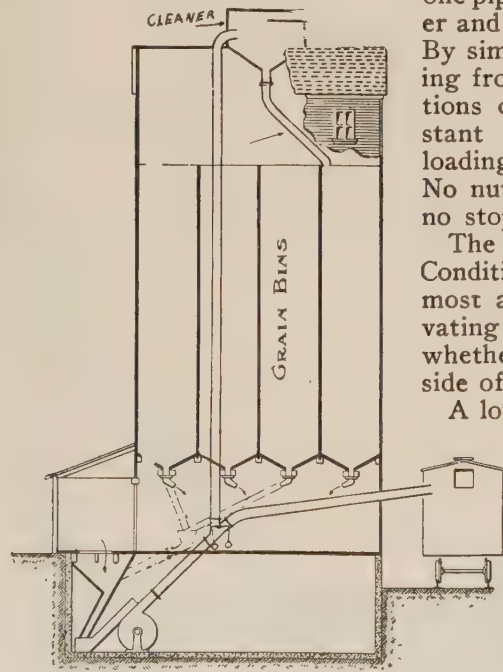
over a Hall Non-chokable Boot, equipped with Omaha Buckets, is a paragon in efficiency, doubling the capacity of the same size leg of other designs and doing it automatically without back-legging or mixing grain and without attention at the feed gate.

Write for our Catalogues.

Hall Distributor Company 222 Railway Exchange Bldg. Omaha, Nebr.

Bernert Grain Blower and Conditioner

Sectional view elevator installation of the Bernert Grain Blower and Conditioner fitted with Combined Elevator and Loader attachment. Note how simple the equipment. Only one machine with



one pipe leading up into the Cleaner and another leading to the car. By simply pulling the chain leading from the valve lever, connections can be switched in an instant from either elevating to loading, or loading to elevating. No nuts or bolts to be loosened; no stops necessary.

The Bernert Grain Blower and Conditioner is the most simple and most adaptable machine for elevating grain and similar material whether stationed inside or outside of building.

A lower or entirely done away with basement, no overhead transmissions, faster and less expensive installation, all operating machinery on the ground floor, less fire hazard, etc., are all points in favor of this system.

Grain is being received the same as with the bucket system, spouted or dumped direct into the hopper of the machine.

For further information, write for catalog to the

Bernert Mfg. Co.
NORTH MILWAUKEE, WIS.



Dust
Collection
is

Profit Collection

When You Install a

NEW "1905"

CYCLONE DUST COLLECTOR

In the first place it is saving the possible total loss of your house by dust explosion; second, the dust and screenings so collected can be sold; and in the third place it effects a saving of one-half in power cost. The revenue thus produced by the collector will pay for it many times over.

Investigate before it's too late.

THE KNICKERBOCKER CO.
JACKSON, MICH.



BAD ORDER CARS cause the loss of many hard earned dollars to shippers of grain and seed.

MUCH OF THIS LOSS can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

KENNEDY SYSTEM of car liners prevent leakage in transit and we make Car Liners for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

WILL YOU NOT give us an opportunity to submit full details of our system and the low cost of same? We are confident this would demonstrate to you the efficiency and money saving merits of our proposition.

The Kennedy Car Liner & Bag Co.
Shelbyville, Indiana
Canadian Factory at Woodstock, Ontario

Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt price; or on trial to responsible parties. Has automatic valve and fine sponge.

H. S. COVER
Box 404 South Bend, Ind.



GRAIN STANDARDS' ACT

U. S. Department of Agriculture equips its Grain Laboratories with Torsion Balances.



5055

Style No. 5055 Corn
Acidity Determination and Fine Weighings.



Style No. 4000 Used in Moisture Test.

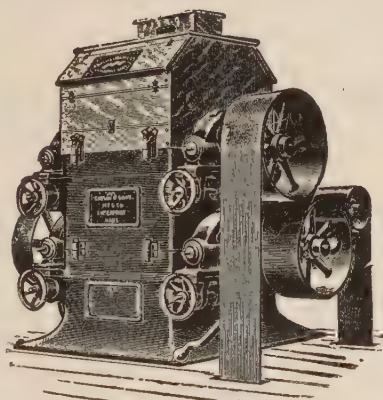
We illustrate above in our Corn and Seed Testing Pamphlet. Copies free upon request.
WE SELL ANALYTICAL BALANCES

The Torsion Balance Co.

Pacific Coast Branch:
49 California Street
San Francisco, Cal.

Factory:
Jersey City, N. J.

Office:
92 Reade Street
New York

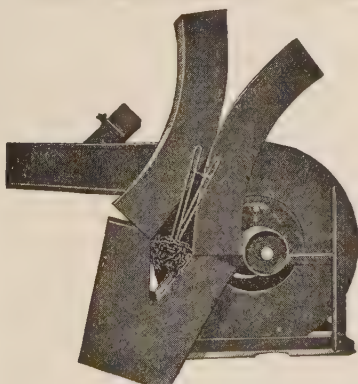


More Profits

The elevator owner who installs a feed mill in his elevator puts himself in line for more profits. No other sideline is as profitable. Your farmer patrons must have feed for stock. Are you going to let them go to your competitor? Drop us a line asking for further particulars regarding a feed mill for your elevator.

J. B. Ehrsam & Sons Mfg. Co.

Enterprise, Kansas



30 DAYS TRIAL

Dust is Dangerous to Health

There is no need to ruin your health or the health of your men by scooping grain in a dirty, dusty car. Our system is not only simple but effective.

You can load every car to full capacity with a Boss Air Blast Car Loader, without any scooping in the car. You can also clean the grain as you load if you desire. O. N. East, of Milmine, Ill., says it is superior to a regular grain cleaner.

We manufacture Stationary outfits for installation in elevators, also portable outfits with and without engines. Prices range from \$150.00 to \$1,185.00. They handle both EAR corn and loose grain. Write for Trial Offer and complete catalog. It will pay you.

MAROA MANUFACTURING CO.,

Dept. G.,

Maroa, Ill.



SIDNEY AND ELEVATORS MAN LIFTS

are Money Makers
They will reduce your handling expense and speed up your work. Easily installed. For quotations give your requirements.
SIDNEY ELEVATOR MFG. CO.
Sidney, Ohio

THE GRAIN DRIER WITHOUT A BOILER THAT'S A RANDOLPH

Manufactured by
O. W. RANDOLPH CO.
TOLEDO, OHIO

TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent
CLAIM LOSSES
10,000 SHIPPERS
Are now using them

Write for samples and prices.



INTERNATIONAL SEAL & LOCK CO.

Chas. J. Webb, Vice-President
617 Railway Exchange Bldg., CHICAGO, ILL.

The Automatic Dump Controller



A Good Business man gives his helpers the best, most up-to-date useful articles he can purchase with which they may perform their duties, with the greatest ease and in the shortest time.

In this way his people become more efficient and more valuable to him.

It is just as necessary for you to give your Friend Dump the most up-to-date and useful equipment with which he may perform his work, in order to procure the desired results in your business.

The McMillin Automatic Dump Controller is to your Dump what the Adding machine is to any Business man's Bookkeeper.

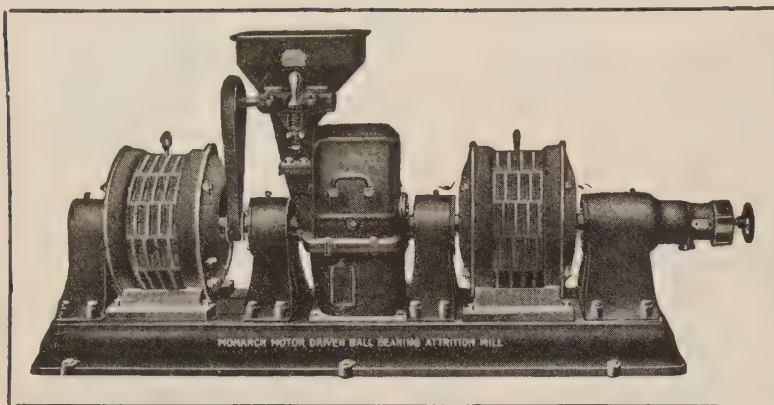
Send for Circulars.

L. J. McMILLIN

525 Board of Trade Bldg.
INDIANAPOLIS, IND.

We have induced reliable advertisers to talk to you. If they interest you, mention that you saw it in The

Grain Dealers Journal



There's Economy In Every Detail

Economy in feed grinding, as in any other business, means increased profit, and you are assured of the maximum amount of profit if you take advantage of the economical features of the

MONARCH BALL BEARING ATTRITION MILL

SAVES TIME—Requires no tramping.
SAVES LABOR—No worn down bearings.
SAVES LUBRICANT—Uses grease instead of oil.
SAVES EXPENSE—Maintenance cost is small.

SAVES TROUBLE—Product always uniform.
SAVES DELAY—Rapid grinding; large capacity.
SAVES REPAIRS—Durably constructed.

SPROUT, WALDRON & COMPANY

Mill Builders and Milling Engineers

P. O. Box No. 26

Main Office and Works: **MUNCY, PA.**

KANSAS CITY, MO., 102 New England Bldg.

MINNEAPOLIS, MINN., 407 Fourth St., So.

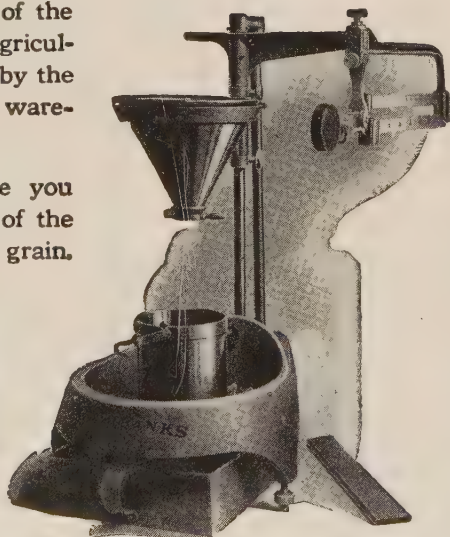
CHICAGO, ILL. No. 9 So. Clinton St.

Fairbanks Grain Tester

Grades Your Grain Accurately

This simple tester meets the specifications of the U. S. Dept., of Agriculture. It is used by the large terminal warehouses.

Its use will give you dependable proof of the true grade of your grain.



Fairbanks, Morse & Co.
 INCORPORATED CHICAGO

Oil Engines - Pumps - Electric Motors and Generators - Fairbanks Scales - Railway Appliances - Farm Power Machinery

ACCOUNT BOOKS FOR GRAIN DEALERS

GRAIN RECEIVING BOOK Form 12 AA is designed to facilitate keeping a record of weights and number of bushels in wagon loads of grain received.

Each page is 8½x14 inches, and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each page has spaces for 40 wagon loads and each book has 160 pages or spaces for records of 6560 loads. The book is well printed, ruled on ledger paper, and substantially bound in full heavy canvas covers. Weighs 2¼ lbs.

GRAIN SHIPPING BOOK Form 14 AA is designed to facilitate recording sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10½x16½ inches, used double. The left-hand pages are ruled for information regarding Sales and Shipments; the right-hand pages for Returns. Under Sales the column headings are Date, Amount Sold, Price, Grain, Terms. Under Shipments are Date, Car Number and Initial. Our Weights in Bushels, Grade, Route, Rate. Under Returns are Destination, Grade, Difference, Bushels Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

The book contains 76 double pages, with room for records of 2,250 cars, is printed on linen ledger, well bound in heavy canvas covers with keratol corners. Weighs 4 lbs.

COMPLETE SET FOR \$6.25

GRAIN DEALERS JOURNAL

305 So. La Salle Street, Chicago, Ill.

Do It Now

Place your name and business before the progressive grain elevator men of the entire country by advertising in the Grain Dealers Journal. It reaches them twice each month.

CONE-SHAPE GRINDERS

It PAYS to GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." R. W. Watt, Jacobusburg, O.

10 sizes; 2 to 25 H. P. Write for free catalogue.

N. P. BOWSHER CO., SOUTH BEND, IND.

KENYON

The Practical Corn Crusher

Expensive shutdowns for repairs eliminated by new construction. Crusher cannot be put out of commission by hard objects falling into it. Write for complete information.

BURGESS-NORTON MFG. CO. 512-536 GENEVA, ILL.
Peyton St.

Statement of the Ownership, Management, Circulation, Etc., Required by the Act of Congress of August 24, 1912,

Of Grain Dealers Journal, published semi-monthly, at Chicago, Ill., for Apr. 1, 1921.
State of Illinois, County of Cook, ss.

Before me, a notary public in and for the State and county aforesaid, personally appeared Charles S. Clark who, having been duly sworn according to law, deposes and says that he is the business manager of the Grain Dealers Journal, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Publisher, Grain Dealers Journal, Incorporated, Chicago, Ill.

Editor, R. R. Rossing, Elmhurst, Ill.

Managing Editor, Charles S. Clark.

Business manager, Charles S. Clark, 7130 Princeton Ave., Chicago.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock.):

Charles S. Clark, 7130 Princeton Ave., Chicago.

R. L. Morrell, 4200 Wilcox St., Chicago.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are (If there are none, so state):

None.

4. That the two paragraphs next above giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other persons, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is (This information is required from daily publications only.)

CHARLES S. CLARK.

(Signature of business manager.)

Sworn to and subscribed before me this 29th day of Mar., 1921.

JOHN A. AITKINS.

Notary Public.

(SEAL)

(My commission expires Nov. 29, 1924.)



RID OF RATS

The Killing of one single Rat or Mouse now may mean the destruction of a whole Brood. Spring and Summer are the Seasons when they Breed and Propagate. Rid-of-Rats is Non-Poisonous and can be used anywhere without Risk. Send for full information on Rid-of-Rats and our Other Products, it is Interesting Reading Matter.

Representatives Wanted Everywhere

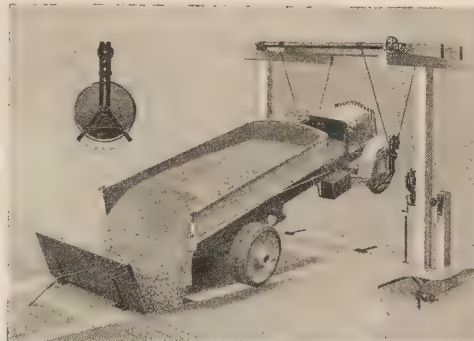
THE BERG & BEARD MFG. CO., Inc.

100 Emerson Place

Brooklyn, N. Y.

MCMILLIN TRUCK DUMP

(Patent Pending)



Does not interfere with regular driveway.

Leaves wagon dumps in place.

No part under driveway floor.

Handles no extra weight.

Dumps wagons or trucks.

Can hoist to any angle.

Operated either by power or hand.

Raised and lowered by Friction.

Small amount of power used.

Completely under operator's control.

Only one dump door required.

No trouble in hitting dump door.

Any length of trucks dumped.

Lifted free. No part to bind.

No strain on any part of truck.

Firm and substantial wheel hook.

Wheel hooks easily attached and detached.

No delay while installing.

Can be installed any place.

Heavy and substantial material used.

Small installation cost.

Out of the way when not in use.

Only One Mechanism Required for Dumping at Any Number of Dump Doors

Simple—Durable—Practical—Speedy—Substantial
Reasonable in Price—Easily Installed

FOR FURTHER INFORMATION ADDRESS

L. J. MCMILLIN

525 Board of Trade Bldg.

INDIANAPOLIS, IND.

Designer and Builder of Grain Elevators

THE 6-COLUMN ENTRY BOOK

is designed for original entry work, but it is adaptable to many different uses. It has one wide column and 6 narrow columns on each of its 150, 9 1/2 x 12 inch pages. The column headings are blank and can be filled in by user to suit his requirements. The book is made from canary colored writing paper, clearly ruled in three colors, and strongly bound in cloth covers with keratol back and corners. Order Form No. 1602. Price \$2.25.

GRAIN DEALERS JOURNAL

305 So. La Salle Street, Chicago, Ill.

GRAIN ELEVATOR BUILDERS



FARMERS UNION ASS'N
Tangeman, Nebr.

YOUNGLOVE CONSTRUCTION CO.

CONTRACTING ENGINEERS

WOOD AND CONCRETE
COAL AND GRAIN

ELEVATORS

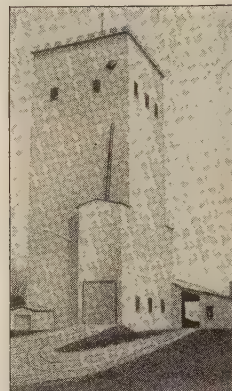
EXPERT REMODELING

SELLING ALL ELEVATOR

MACHINERY AND SUPPLIES

LICENSED ENGINEERS

SIOUX CITY, IOWA



THE illustration shown is of an elevator designed and built by us. May we build one for you?

Write and tell us when to call and go over the proposition with you.

Corn Belt Engineering & Construction Co.

BLOOMINGTON ILLINOIS

Your Individual Needs
are respected when your elevator
is designed and built by

W.H. CRAMER CONSTRUCTION CO.
NORTH PLATTE, NEB.
Write for Details of Our System



CLEMANS & MARTIN

Contractors and Builders
SOUTH SOLON, OHIO
GRAIN ELEVATORS
Concrete or Wood

R. M. VAN NESS CONSTRUCTION CO.

Engineers and Builders of

MODERN WOOD and FIREPROOF ELEVATORS

We furnish plans and estimates
Room 3 Grain Exchange

Write us about your requirements
OMAHA, NEB.

The STAR ENGINEERING COMPANY BUILDERS OF GOOD ELEVATORS

WICHITA, KANSAS

Write, phone or call us when you are in need of
a Good Country Elevator or Engineering Service

Successors to the Construction Department of the White Star Company

Now is a Very Good Time to Build

For those who have been waiting for a reasonable price period to go ahead with long-needed facilities, we feel that the present time furnishes the opportunity. The declines in building materials entering into Grain Elevator Construction, particularly steel, cement and lumber, together with the added efficiency of labor, have brought building costs to a decidedly lower level. Added to this is the elimination of the uncertainty of getting materials without paying a heavy premium, all of which added to construction costs.

We will be pleased to submit estimates and further information without charge to those interested in any new building pertaining to the Grain and Milling Trade.

THE SPENCER CONSTRUCTION COMPANY

Garrett Building, Baltimore, Md.
Grain Elevator and Mill Building
Specialists

A. F. ROBERTS ERECTS FURNISHES

SABETHA

ELEVATORS
CORN MILLS
WAREHOUSES

PLANS
ESTIMATES
MACHINERY

KANSAS

J. E. WOOLSTON

206 Woodland Ave. Bloomington, Ill.

CONTRACTOR and BUILDER of GRAIN
ELEVATORS—Wood or Concrete

Special Attention given to Repair Work

O. H. HORNER ROY M. WYATT

HORNER & WYATT, ENGINEERS

Formerly Sherman Engineering Co.

Flour Mills and Grain Elevators

Warehouses, Power Plants
and Industrial Buildings

Preliminary Sketches and
Estimates

Valuations and Reports

421 East 11th Street
KANSAS CITY, MO.

CARS ARE SCARCE— —YOU NEED EXTRA STORAGE SPACE GEO. W. QUICK & SONS

CAN SUPPLY YOUR NEED

Designers and Builders of Concrete Elevators,
Storage Tanks and Coal Pockets
TISKILWA, ILL.

L. A. STINSON

CONSULTING ENGINEER

H. E. GODFREY, Civil Engineer

Elevators
Mills and Warehouses
Complete

National Life Bldg., CHICAGO, ILL.

IF YOU WANT

regular country shippers
to become familiar with
your firm name, place
your "ad" here :: ::

GRAIN ELEVATOR BUILDERS

DO YOU

Want to Know the Value of
Your Elevator?

Write an experienced graduate
engineer and estimator, and
have an estimate made at once.

E. D. MAYO, M. E.
700 Flour Exchange Building
MINNEAPOLIS, MINN.

C. W. BAILEY

Contracts and Builds
Modern Grain Elevators
We can furnish and install equipment in old or new
elevators, guaranteeing greater capacity with less
power, and positive Non-Chokable working leg.
Let us show you
433 Railway Exchange Bldg., OMAHA, NEB.

L. J. McMILLIN

ENGINEER and CONTRACTOR of
GRAIN ELEVATORS
Any Size or Capacity
523 Board of Trade Bldg., Indianapolis, Ind.

If you wish to build your elevator
right, my eighteen years
experience is at your command.

C. E. BIRD & CO.
MINNEAPOLIS MINNESOTA



R. E. Jones Co., Wabasha, Minn.

We have the most complete
organization in the Northwest
for the construction of

**GRAIN and COAL
ELEVATORS**

T. E. Ibberson Company
MINNEAPOLIS, MINN.

THE STEARNS-ROGER MFG. CO.
ENGINEERS
MANUFACTURERS
CONTRACTORS
— DENVER, COLO. —
MINNEAPOLIS
ILLINOIS
AND PLACES

Design--Construction--Equipment of
GRAIN HANDLING PLANTS

MACDONALD ENGINEERING CO.

DESIGNERS AND BUILDERS OF
GRAIN ELEVATORS
San Francisco Chicago New York
149 California St. 53 W. Jackson Blvd. 90 West St.

BALLINGER & McALLISTER ENGINEERS AND CONTRACTORS

Grain Elevators Driers Coal Chutes
Wood or Concrete
UNITY BLDG., BLOOMINGTON, ILL.

Brandon Construction Company The Southeast's Foremost ELEVATOR BUILDERS

MARIANNA FLORIDA



We would
send you
some of our
literature if
we knew
your address.

Plans and
estimates
submitted.

The Monolith Builders, Inc.
Independence, Missouri

Business Is Good, Thank You.

Burrell Engineering & Construction Co.

1102-1110 Webster Bldg. Chicago, Ill.
404 Scarrit Arcade, Kansas City, Mo.
DESIGNERS & BUILDERS
GRAIN ELEVATORS, FLOUR MILLS AND
ASSOCIATED BUILDINGS



PERMANENT
CONSTRUCTION
MECHANICALLY
PERFECT
FINE APPEARANCE
MEETS EVERY
REQUIREMENT
THE COST
COMPARES
FAVORABLY
WITH WOOD

**HICKOK
CONSTRUCTION CO.**

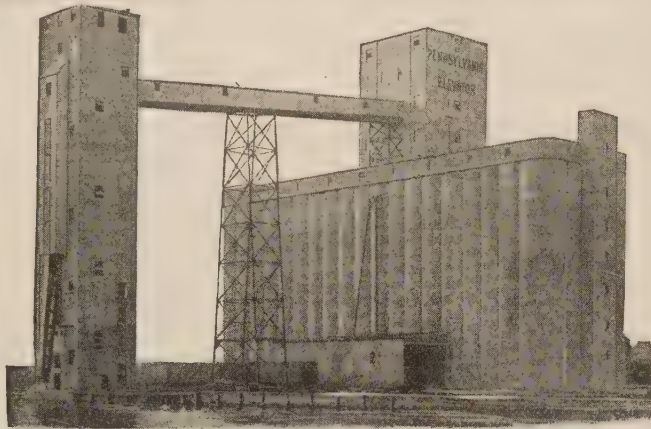
LICENSED ENGINEERS
1219 Flour Exchange MINNEAPOLIS



Another Reliance Success

Elevators of our design and construction
are the best endorsement of our work. We
study your particular problems and build
the elevator best adapted to your needs.
Write us for further particulars.

Reliance Construction Co.
Board of Trade Indianapolis, Ind.



Pennsylvania Railroad Co.'s Terminal Elevator at Erie, Pa. 1,250,000 storage capacity, with marine leg, 25,000 bu. receiving capacity. All concrete, modern construction, with latest improvements.

Designed and built under the direction of

Folwell-Ahlskog Co.

McCormick Bldg. - Chicago, Ill.

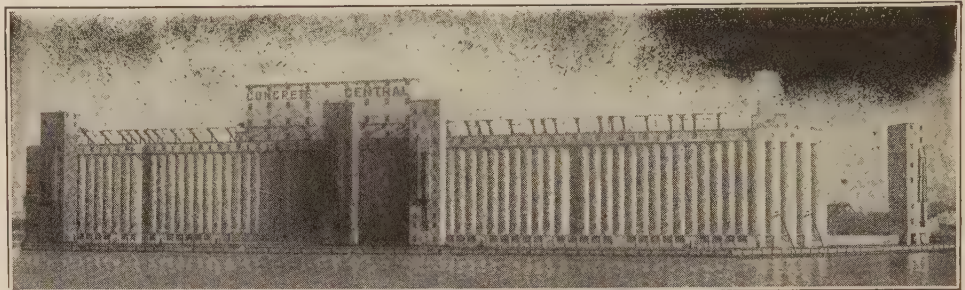
Write us for Estimates and Proposals

Monarch Built Elevators

assure you economical design, first class work, efficient operation.

SATISFACTION

Let us Submit Designs and Prices



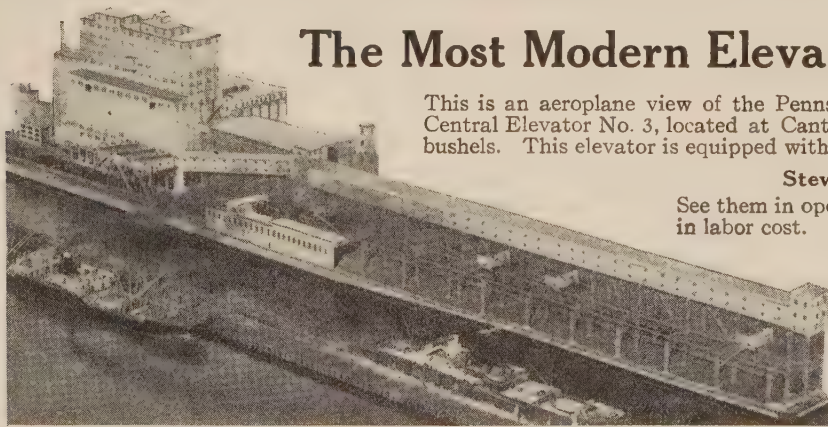
Concrete Central Buffalo, 4,500,000 Bu.

One of the modern houses which has made a record for rapid and economical handling

MONARCH ENGINEERING CO.,

BUFFALO, N. Y.

The Most Modern Elevator in the World



This is an aeroplane view of the Pennsylvania Railroad Company's new Northern Central Elevator No. 3, located at Canton, Baltimore, Maryland, capacity 5,000,000 bushels. This elevator is equipped with four

Stewart Link-Belt Car Unloaders

See them in operation and be convinced of their great saving in labor cost.

James Stewart & Co., Inc.

Designers and Builders
GRAIN ELEVATORS
In All Parts of the World

Grain Elevator Dept., W. R. Sinks, Manager
15th Floor, Westminster Bldg., Chicago, Ill.

"We have built for many of your friends. Eventually we will build for you. Why not now?"

GROUP OF TERMINAL ELEVATORS BUILT RECENTLY BY US AT

Port Arthur, Ontario

FOR

The Grain Growers' Grain Company, Limited.

The Saskatchewan Co-operative Elevator Co., Limited.

The James Richardson & Sons, Limited.

THE BARNETT-McQUEEN COMPANY, LIMITED

Designers and Builders of GRAIN ELEVATORS
Office: Fort William, Ont., Duluth, Minn.
Minneapolis, Minn.



Decatur Construction Co.
ENGINEERS AND BUILDERS
OF GRAIN ELEVATORS
760-762 Gushard Building
DECATUR ILLINOIS

EFFICIENT ERECTING CO.

We make plans and build up-to-date
GRAIN ELEVATORS AND MILLS
GEO. H. CRAIG
6803 Parnell Ave., Englewood, Chicago, Ill.

BOGGESS CONSTRUCTION CO.
204 Empress Bldg. Phone F. 282 DECATUR, ILL.

Builders of
GRAIN ELEVATORS and COAL POCKETS
of the BETTER CLASS
Special study given to each plant—Each
plant fills the individual needs

R. C. STONE ENGINEERING CO.
320 MERCHANTS EXCHANGE
ST. LOUIS, MO.
DESIGNERS AND BUILDERS OF
CONCRETE AND WOOD ELEVATORS
CORRESPONDENCE SOLICITED

FEDERAL ENGINEERING CO.

Designers and Builders—Grain Elevators, Mills and Warehouses
TOPEKA, KANSAS

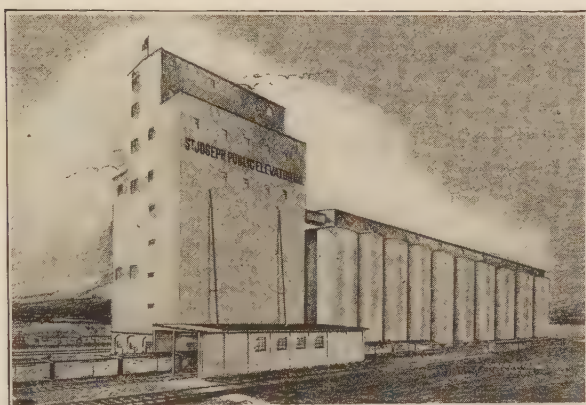
A. J. STAUFFER

Designer--Builder
Reinforced Concrete Elevators
1805 Michigan Ave., Joplin, Mo.

HOLBROOK, WARREN & ANDREW

Successor to
Miller, Holbrook, Warren & Co.
Designing Engineers
Reinforced Concrete Elevators, Large or Small
Millikin Building . . . DECATUR, ILL.

IPAVA, ILL.—Having received much valuable information from the Grain Dealers Journal I feel that it is very essential.—J. D. Mitchell, Ipava Farmers Elevator Co.



St. Joseph Public Elevator

St. Joseph, Mo.

John S. Metcalf Co.

Grain Elevator Engineers

108 South La Salle St.
CHICAGO, ILL., U. S. A.

395 Collins Street
MELBOURNE, AUSTRALIA

54 St. Francois Xavier Street
MONTREAL, CANADA

314 Reconquista
BUENOS AIRES

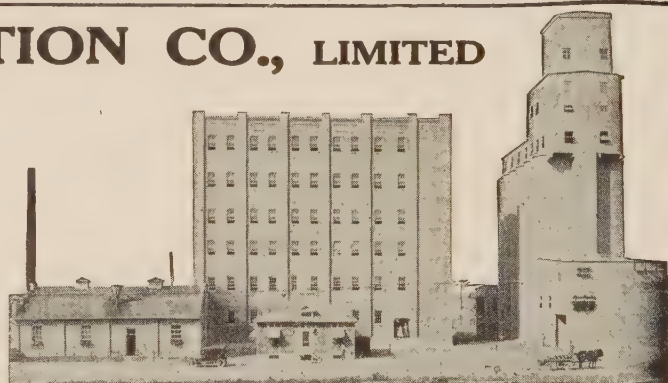
FEGLES CONSTRUCTION CO., LIMITED

ENGINEERS — CONTRACTORS

MINNEAPOLIS, MINNESOTA, 706 First Ave. North
GRAIN EXCHANGE, FORT WILLIAM, ONT.

WE ARE PREPARED TO TAKE
AND EXECUTE CONTRACTS ANY-
WHERE. GRAIN ELEVATORS, MILLS
HEAVY ENGINEERING STRUCTURES

WE HAVE AN ENVIABLE RECORD FOR SERVICE



Elevator and Mill Designed and Built for Lake of the Woods
Milling Co., Ltd., Medicine Hat, Alberta.

CHECK
your re-
ductions of
pounds to
bushels by
using

Clark's
Carload
Grain
Tables

New edition
revised and
enlarged.

GRAIN DEALERS
JOURNAL
Chicago, Illinois



Patented

Folwell-Sinks Form Lifting

JACKS

For Grain Elevator and Silo
Construction

Manufactured and Sold by

NELSON MACHINE CO.
WAUKEGAN, ILL.

BIRCHARD
CONSTRUCTION CO.
CONTRACTORS GRAIN ELEVATORS
Mills and Warehouses
Especially Designed for Economy
of Operation and Maintenance
704 Terminal Bldg. LINCOLN, NEB.

D. F. HOAG & CO.

Designers and Constructors of

GRAIN ELEVATORS

Corn Exchange, Minneapolis

If you want regular country ship-
pers to become familiar with your
firm name, place your "ad" here.

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE.

EASTERN KANSAS 15,000 bushel elevator for sale. Feed and coal business. No competition. Address 46G25, Grain Dealers Journal, Chicago.

UTAH 30,000-bu. elevator, warehouse, and coal bins for sale. Located in the best grain district in the state. A real bargain. Write Vogeler Seed Co., Salt Lake City, Utah.

TWO KENTUCKY GRAIN Elevators: One 130,000 bushel capacity at Milton, Ky., other 35,000 bushel capacity at Newport, Ky. Both on Ohio River. Bargain for cash. Speyer & Gormley, P. O. Box 235, Lexington, Ky.

TEXAS 10,000 bushel house for sale. Practically new. On C. R. I. & P. Ry. east of Amarillo. One elevator town. Crop prospects perfect. 150 cars. Price \$6,500 and \$2,000 cash will handle. Address 46G22, Grain Dealers Journal, Chicago, Illinois.

NORTHERN ILLINOIS Elevator for sale. 35,000 bushels capacity—in good condition. Equipped with corn dryer and electric motor. Located in fine grain section. Good coal and feed business. Can be bought right. Address 46G11, Grain Dealers Journal, Chicago, Illinois.

MODERN MINNESOTA Elevator for sale—to dissolve partnership. Capacity 42,000 bushels; plant nearly new. Located in the fertile Red River Valley country; large territory from which to draw. Implement business, sheds, etc., if desired. One good competitor. Address Box 112, Lockhart, Minnesota.

WESTERN OHIO (located in corn, wheat and oats belt) 20,000 bushel capacity cribbed elevator for sale, steel covered, metal roof; nearly new. Complete side line in connection. Equipped with sheller, three cleaners and mill; all in excellent condition. Address 46D14, Grain Dealers Journal, Chicago, Illinois.

COLORADO—THREE studded galvanized iron elevators and two large warehouses for sale. Elevator capacities twenty, fifteen and ten thousand bushels respectively. Choice locations in the heart of Northeastern Colorado Wheat Belt. A Golden opportunity. Terms if desired. Come quick. Address S. B. Ashcraft Grain Co., 827 Cooper Bldg., Denver, Colorado.

CENTRAL ILLINOIS Elevator for sale. Located on the Illinois Central Railroad, direct shot to Southern markets. Equipped with electric power, three dumps, and all up to date. Capacity 30,000 bushels. Town 650 inhabitants. Elevator handles from 200 to 250,000 bushels annually. Coal business included. Part of money can remain in property. Price reasonable. Address 46E11, Grain Dealers Journal, Chicago.

INDIANA—The elevator, equipment and business of the Brandenburg & Carlton, located at Maxwell, Hancock County, Indiana, on the Big Four Railroad, will be offered for sale as a going concern by the surviving partner, Minnie M. Carlton, at the law office of Charles H. Cook, in the City of Greenfield, Indiana, on the 20th day of April, 1921, pursuant to an order of the Circuit Court of Hancock County, Indiana, and subject to its approval. For further information write Charles H. Cook, Greenfield, Indiana.

OKLAHOMA Elevator For Sale—18,000 bushel capacity elevator located in northeastern part of state on main line M. K. & T. Ry., 180 miles south of Kansas City. Largest acreage of oats put out this year this section of the country has ever had. Immediate possession given. This elevator was built in 1919 and is one of the very best to be found along this railroad. Four large bins, sheller and gas engine. Elevator run this year but owner wants to sell—other business. Price \$12,000. Address C. H. ORR, Bluejacket, Oklahoma.

ELEVATORS FOR SALE.

THREE ILLINOIS Elevators in choice farming district TO LEASE. For particulars write C. H. Wayne, 103 Sala Apt., Rock Island, Ill.

MINNESOTA elevator of 25,000 bushels capacity for sale. Located on C. M. & St. P. Ry. Coal and Feed business in connection. Address J. J. Dobie, Mapleton, Minn.—46A13.

INDIANA—Good elevator for sale in fine farming community on P. & E. Div. of Big Four. Capacity 10,000 bushels. Manager in bad health. In small town with no competition. Address 46G7, Grain Dealers Journal, Chicago.

NEBRASKA Elevator for sale. In good town in southeastern section. Elevator has a capacity of 15,000 bushels, and sixteen coal sheds. Good feed trade. Price four thousand. Address 46F12, Grain Dealers Journal, Chicago, Ill.

OHIO—15,000 bushel Elevator in western part of state for sale. Located in fine grain section and doing a good business in grain, seed, coal, flour and feed. On private grounds. Residence property included. Address 46F8, Grain Dealers Journal, Chicago, Illinois.

TWO TWENTY thousand bushel capacity elevators, located in North Central Oklahoma. On A. T. & S. F. R. R., at adjoining stations; can be operated from one station. Best crop in years; also handle Coal, Flour, Feed, Seeds and Salt. Wonderful opportunity for right parties. Address Norcenok, Box 9, Grain Dealers Journal, Chicago, Illinois.

SOUTHWESTERN OHIO, BUTLER COUNTY, Elevator for sale. Elevator built in 1916 with steel siding and roofing; is on the C. L. & N. R. R.; has a capacity of 6,000 bushels, and a large coal, feed, post and fence business in connection. A 25 h.p. type "Y" Fairbanks Morse engine has been installed. Good reasons for selling. Address 46C12, Grain Dealers Journal, Chicago, Illinois.

THE WANTED—FOR SALE DEPARTMENT of the Grain Dealers Journal is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit, and it will pay those who may or may not be interested to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

OKLAHOMA CITY, OKLA. Terminal elevator for sale, with large storage capacity. Equipped with 100-ton track scale, 50-ton hopper scale, wagon and platform scales, corn sheller, clipper, cleaners and feed rolls. Motive power; 125 h. p., one 20 h. p., one 15 h. p., one 7 h. p. electric motors. One 40 h. p. boiler to operate Hess Dryer. This elevator is on private property, with trackage on both sides, and has access to four trunk lines. Address J. C. Pearson, Marshall, Oklahoma.

SOUTHWESTERN OHIO Warehouse and Elevator for sale. About 40 miles north east of Cincinnati, on branch of Penna. R. R. Village station with Church, School, Telephone, Telegraph, Express Office, Electric Light and Power. Pleasant neighborhood in good grain country. About 6 acres of land. Separate office of two rooms with scales under roof. Engine, sheller, cleaner, dumps. Everything in 1st class condition. Examination of books will show has been money maker. Reason for selling—death in family. Price \$8000. Address 46D21, Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE.

FOR SALE—Fifteen thousand bushel elevator; best wheat belt in Kansas. Price right. Address 46D16, Grain Dealers Journal, Chicago.

ILLINOIS—For Sale, subject to removal, 7,000 bushel cribbed elevator complete. In operation, but new concrete plant erected. Farmers Elevator, Niota, Illinois.

KANSAS—Elevator for sale, 10,000 bushel capacity. Three years old. Electric power. Good territory. Price right. Farmers Elevator Co., Gypsum, Kansas.

FULLY EQUIPPED OHIO Elevator with 25,000 bushels capacity for sale. Large retail trade. Located in one of the best grain sections of Ohio—on main line of Pennsylvania Ry. Price \$12,000. J. J. Welsh, Loudonville, Ohio.

ELEVATOR FOR SALE—If you do not find the elevator you want advertised, place your wants in the "ELEVATORS WANTED" section and you will receive full particulars regarding many desirable properties not yet advertised.

ILLINOIS ELEVATOR handling 250,000 bushels of grain annually and of 70,000 bushels capacity for sale. Good coal business; Corn cribs; Office and safe. Located in good grain territory close to Chicago and near a large city. Good terms. Address 46E31, Grain Dealers Journal, Chicago, Illinois.

SOUTHEASTERN INDIANA Elevator for sale. Capacity 15,000 bushels. Only self dumping coal dock in town. Good feed business. 20 horse power gas engine, cheap power. Two buhr mills. Fine trade in bolted meal and custom grinding. Reason for selling—ill health of owner. R. A. McCoy, Greensburg, Ind.

FIVE KANSAS Elevators handling a complete list of side lines—for sale. Located in the finest wheat belt of the country—in Southern Kansas. Communities are surrounded by high class farming tracts,—the towns themselves are very up-to-date and prosperous, with excellent schools and fine churches. Opportunity knocks—Answer quick. Address 46E14, Grain Dealers Journal, Chicago, Illinois.

BARGAIN IF TAKEN AT ONCE:—Someone's always looking for an elevator at a good grain point and read these ads just like you're doing now, so if you wish to dispose of your present property; to enlarge your present interests, or embark in the grain business USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

CENTRAL ILLINOIS Elevator for sale. Frame house of 9,000 bushels capacity. Gasoline power, Western Sheller and Cleaner and Boss Car Loader. On own ground. Office 14x24; Implement House 36x70; Double Deck Lumber Shed on leased ground at \$10.00 per year—55x90. 7-room two story residence, with 1 and 1/3 acres of ground. All buildings in good condition. One good competitor in grain; no competition in coal, farm implements or lumber. Located in good farming community in Central Illinois. Reasons for selling, poor health. Stock on hand will invoice about \$15,000 and that is all that is asked for this establishment. Address Bargain, Box 12, Grain Dealers Journal, Chicago, Illinois.

ELEVATORS FOR SALE.

N. D. FARMERS Elevator for sale. Forty thousand bushels capacity. Good bargain in good grain country. Address 46G16, Grain Dealers Journal, Chicago, Illinois.

KANSAS Grain Elevator and Lumber Yard in small town for sale. Located in eastern part of State. Good business and no competition. Good reason for selling. Address 46G26, Grain Dealers Journal, Chicago, Ill.

SOUTHEASTERN MINNESOTA Elevator for sale. Excellent grain country. Capacity 30,000 bushels; 10 h. p. Goss Engine with large cleaner. Coal house in connection. I have to sell on account of my health. Address O. M. ROWLEY, WYKOFF, MINNESOTA.

CENTRAL INDIANA modern, 50,000 bushel, well built elevator for sale. Located in the best grain section of the State. Thirty-six square miles of territory. Will bear close inspection. A proposition that will appeal to those who want a good business. Address 46G15, Grain Dealers Journal, Chicago, Illinois.

MISSOURI—Two elevators located in Northwest part of state. One has an 8,000 bushel capacity; motor driven, sheller, cleaner, grinder. $\frac{3}{4}$ acre land, coal sheds and feed house. Other six miles distant, 2,500 bushels capacity, gas power. To be sold together. Make offer. Address 46B37, Grain Dealers Journal, Chicago.

CENTRAL ILLINOIS Elevator for sale—40,000 capacity; in good condition. Equipped with sheller, cleaner and loading scales. Electric power. Good office and in good town of 500 population on I. C. Ry. No competition. Station handles 500,000 bus. grain annually. Owner going West for health. Address JAMES M. MAGUIRE, 432 Postal Tel. Bldg., Chicago, Ill.

SOUTH CENTRAL KANSAS Elevator for sale. 8500 bushels capacity; ironclad construction; 12 horse power Fairbanks Oil Engine. Office and Scales included. Located on Mo. Pacific R. R. in good town with fine schools and churches, and in the heart of the wheat belt. Town has electric light plant. Good reasons for selling. Can be bought right. Address W. S. Gibbons, Penalosa, Kansas.

IOWA: 30,000 bushels capacity, located in Scott County, Iowa, on track of CRI&P. Three tracks running directly into house. Load and unload at same time, on two R. R. track scales equipped with self-registering beams. Scales just overhauled, like new. Complete with power plant, elevating, conveying, and cleaning machinery, sulphur tower, etc., ready to start up at once. Price reasonable. Exceptional opportunity for right party. Address J. M., No. 510 Mitchell Bldg., Milwaukee, Wis.

ELEVATOR BROKERS.

JOHN A. RICE **ELMER N. SMITH**
Elevator Brokers, Frankfort, Indiana.

WANT TO HEAR from owner having elevator or other business for sale. State cash price and particulars. John J. Black, 57th St., Chippewa Falls, Wisconsin.

CLAYBAUGH-MCCOMAS

Offices

Frankfort, Ind. Indianapolis, Ind.
223 B. of T. Bldg. 601 Board of Trade.
If you want to buy, sell or trade an elevator write us at either address.

ALWAYS HAVE ELEVATORS For Sale in the Grain Belt of Illinois and Eastern Indiana. If you are in the market write me fully and I will try and satisfy you.

JAMES M. MAGUIRE.
432 Postal Tel. Bldg., Chicago, Ill.

FARM LANDS FOR EXCHANGE.

ANSWERS—When the first ring of the door bell is not answered, don't conclude that the folks are not at home.

ADDRESS WANTED.

PRESENT ADDRESS of Edward R. Benson, formerly of Minneapolis, Minn., wanted. Address 46G18, Grain Dealers Journal, Chicago, Ill.

ELEVATORS WANTED.

ILLINOIS Elevator at good grain point wanted. R. W. Jeter, Dixon, Illinois.

WANTED:—You to derive the benefit of our Want Ads. Try them once and be convinced.

WANTED TO LEASE—One or more Northern Ohio Elevators. Address 46F6, Grain Dealers Journal, Chicago, Illinois.

WANT TO BUY or lease elevator in wheat belt of Kansas, where there are Churches and High School. Box 275, Lyons, Kansas.

WANTED: Elevator located either in North-western Ohio or Northern Indiana. Give full particulars. 46D5, Grain Dealers Journal, Chicago.

WE WANT SEVERAL elevators which we can lease on a year basis, in Eastern Colorado, Western Nebraska or Kansas. Fred W. Elder Grain Co., Hastings, Nebr.

WANTED TO BUY FOR CASH—Elevators in Minnesota, North and South Dakota and Iowa. Give full particulars in first letter. Address BOX 172, GREEN BAY, WISCONSIN.

TO EXCHANGE FOR ELEVATOR—160 acres highly improved Bottom Farm in Oklahoma, for ELEVATOR doing good business. Address 46F35, Grain Dealers Journal, Chicago, Illinois.

ELEVATOR WANTED in South Dakota. Will trade my \$11,000.00 equity in a good quarter of land $1\frac{1}{2}$ miles from the City of Brookings, Brookings County, S. D. Address Chas. K. Brooks, 206 W. 8th St., Brookings, S. Dak.

WANT TO LEASE for one year, with the privilege of buying at end of year—fully equipped Elevator at good grain station, Minnesota or South Dakota preferred. Address 46F13, Grain Dealers Journal, Chicago, Ill.

EXCEPTIONAL FARM VALUE—Will sell one of the best improved farms, located central part Darby Plains, Madison and Union Counties, Ohio; four hundred sixty-one (461) acres level, black and chocolate loam; well tiled; lays practically square; main market road along one side; farm $2\frac{1}{2}$ miles from banking town, centralized schools, churches, good stores, grain elevators; on stone pike; main house large, square, 8-room, modern improvements, bath, furnace; Delco electric light through all the buildings; barn L shaped 32x63 and 16x36; silo; good water; cow stanchions; another 6-room house and barn 30x60 on back end of farm; above buildings all built within two years; another small tenant house and barn on place. Price right. Will sell for cash or trade for a good grain elevator property in good grain section, preferably Ohio, Ind. or Ill. Do not write unless interested. H. P. Clouse, Sec'y & Treas. Milford Center Grain Co., Milford Center, Ohio.

ELEVATOR & MILL FOR SALE.

CENTRAL SOUTH DAKOTA Elevator of 30,000 bushels and 50 bbl. Mill for sale. Doing a fine business—in good grain territory. Address 46B21, Grain Dealers Journal, Chicago.

KANSAS MILL & ELEVATOR for sale. 200 bbl. mill and 15,000 bushel elevator combined. Located on the Santa Fe Railroad in Marion County, Kansas. Crop prospects 100%. Good opportunity—owners wish to retire. Address Groening Bros. Milling Co., Lehigh, Kansas.

SMALL FLOUR MILL and two elevators in good Illinois town for sale or exchange. Would consider good farm or city property in exchange. An excellent opportunity for a hustler who has ability to grasp the situation. Address 46E33, Grain Dealers Journal, Chicago, Illinois.

MILLS FOR SALE.

GET A MILL OF YOUR OWN.

Practically new 50 bbl. Midget Marvel Mill for sale in Western Kansas wheat district, where the prospects are more than good for a large coming crop. Located on valuable railroad lease. \$4800 will handle, balance easy terms. Address 46E32 Grain Dealers Journal, Chicago, Illinois.

FOR SALE: The advantage of dealing with you is being upheld unless you are keeping our readers aware of the fact.

FEED MILL FOR SALE.

ALFALFA FEED MILL
For Sale by Trustee.

The entire plant, formerly operated by the Alfalfa Products Company, Sioux City, Iowa, is offered for sale.

Property consists of first class mill building, fully equipped with all modern machinery, with a capacity of 40 tons daily. Operated by own electric power plant. Elevator of 15,000 bushels capacity in connection.

Located in South Dakota directly across from Sioux City on C. M. & St. P. Ry.

The plant cost nearly \$100,000. Come look the plant over and make your offer.

Pierre U. Bernard, Trustee.

Jefferson, S. D.

Alfalfa Products Company.

Jefferson, South Dakota.

WAREHOUSE FOR SALE.

OHIO 6,000 bushel capacity Warehouse located on C. & P. R. R. in good Ohio town. Handle Wheat, Corn and Oats. Have two good buildings on one acre of ground; no other mill or warehouse in town. Good reasons for selling. Write or call for further particulars. Address J. HARVEY ROSS, Waynesburg, Ohio.

MEMBERSHIP FOR SALE.

FOR SALE—Exchange membership and terminal grain business on Missouri River controlling fine line of country elevators—on account of health. \$16,000—worth it and paying. Good outlook. Address 46F19, Grain Dealers Journal, Chicago, Illinois.

PAINT FOR SALE.

GOOD QUALITY lead and oil paints for elevators, outbuildings, warehouses etc., at \$1.50 per gallon in barrel lots. Market Feed & Grain Co., 47 Washington St., Buffalo, N. Y.

BAGS—BAGGING—BURLAP.

BURLAP BAGS OF EVERY KIND FOR SALE; new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid.

WM. ROSS & CO., 409 N. Peoria St., Chicago.

OIL AND GAS ENGINES.

FOR SALE—125-h.p. type Y Fairbanks Morse Engine. Nearly new. C. C. Shira, Sidney, Ind.

FOR SALE—One 20 h.p. St. Marys Gasoline engine—running every day. If interested write GORDON GRAIN CO., Summitville, Ind.

GASOLINE AND OIL ENGINES of all kinds, sizes and prices can be sold profitably through the "Oil and Gas Engines" columns of the Grain Dealers Journal of Chicago.

DYNAMOS—MOTORS.

ONE CENTURY Electric Motor $7\frac{1}{2}$ h. p., 104 Volts. Amperes 70-35, Speed 1460, for sale cheap. Guaranteed in good condition. Used for short time. Inquire of Roberts & Pearson, Burgess, Illinois.

FOR SALE—1-9 H.P. Vertical Fairbanks Electric and 1-20 H.P. Type N.B. Fairbanks Oil Engine; both good as new, for immediate delivery. BALLINGER & McALLISTER, Bloomington, Illinois.

STEAM ENGINES, BOILERS.

FOR SALE CHEAP—One good steam boiler and engine. KIRKLIN GRAIN CO., Kirklin, Ind.

ONE ATLAS STEAM Engine with boiler for sale. 35 h.p., Bristol Co-op. Ass'n, Bristol, Ind.

BARGAINS IN DYNAMOS AND MOTORS can be had by reading what the advertisers in that section have to offer.

COPIES MARCH 25 JOURNAL WANTED

The unusual and unexpected demand for copies of the Journal for March 25, 1921 having exhausted our supply, we will pay 15c for complete copies sent us within ten days. Grain Dealers Journal, 305 South La Salle St., Chicago, Ill.

MACHINE WANTED.

WANT TO BUY Second Hand Batch Feed Mixer, prefer two or three tons' capacity. Address 46F15, Grain Dealers Journal, Chicago, Ill.

WANTED to put your idle capital to work. That rusty machine over there in the corner is of intrinsic value to some member of the grain trade. You can make a sale or a trade if you use these columns.

MACHINES FOR SALE.

ONE NO. 9 and one No. 3 Invincible Oats Clipper for sale. C. C. Smith, Conway Springs, Ks.

SEVERAL No. 2 Boss Car Loaders for sale. Address A. H. Richner, Crawfordsville, Indiana.

MIDGET MILLS of all sizes for sale. All kinds of new and used mill machinery. Write H. C. DAVIS, Bonner Springs, Kans.

SPROUT WALDRON 18 inch attrition mill, with 3 drive pulleys and shaft, practically new, guaranteed O. K. Bert Levis, Rockland, Wis.

FOR SALE—Complete Equipment—Ferrell Bean Machinery; Polishers, Cleaners and eighty-five Pickers. Cheap, as we have gone out of the Bean business. Terms to suit. RIO PRODUCE COMPANY, Rio, Wisconsin.

WE HAVE READY FOR SHIPMENT electric motors, all kinds of belting, pulleys, shafting hangers, and other equipment. Write us for prices. Our stocks permit us to quote you our usual low prices. It will pay you to write

CLINTON SUPPLY COMPANY
117 S. Clinton St.,
Chicago, Ill.

FOR SALE. Grain Grading Apparatus. Old style hand driven Emerson Kicker, used. Quart Test Kettle and Beam, used. Cox Funnel slightly used. Two quart Test Kettle without Beam, used. Boerner weight per bushel outfit (Troemner Make), used. This apparatus has been displaced with new, and is priced right. Detailed description on request. Address Grain & Cotton Exchange, Sherman, Texas.

FOR SALE AT A BARGAIN.
Three Allis Chalmers Double Roller Mills, 9x24
Three Barnard & Leas Double Roller Mills, 9x34
PRACTICALLY NEW.

Also complete corn mill equipment—dryer, plansifters, aspirators, reels, conveyors, scourers, dust collectors, elevators, etc.

Immediate Shipment.

MEAD JOHNSON & COMPANY,
Evansville, Ind.

REAL BARGAINS.

Prompt Attention. Quick Shipments.

When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses stock, and poultry feed plants, plans, specifications, flow sheets, etc., our specialty. Write us without delay.

Geo. J. Noth, Mgr.,

9 S. Clinton St., Chicago, Ill.

MALE HELP WANTED.

EVERY ADVERTISER who has once used our columns invariably finds our pages then and at a later date of service.

WANTED—Competent man to buy grain and solicit consignments in Missouri for reliable firm in St. Louis. Address 46G27, Grain Dealers Journal, Chicago, Illinois.

MANAGER WANTED for 100 barrel mill and two elevators. State salary and experience in first letter. Geo. A. Reed, Secretary, Farmers Mill and Elevator Co., Assaria, Kansas.

WANTED—An experienced man, married, to operate country elevator. Electric power; small town. State experience, age, and salary expected. Address 46G21, Grain Dealers Journal, Chicago, Illinois.

WANTED—Experienced grain man, familiar with buying and country merchandising of grain, with a general knowledge of rates; must be steady and reliable. Address 46G8, Grain Dealers Journal, Chicago, Illinois.

WANTED—A man with general knowledge of manufacturing feeds, etc. to help establish a general feed business. Capital desirable, but not necessary. Prefer workman in feed mill who wants a chance to get in business for himself. Give full particulars in first letter. Rynksel Coal Company, Waukegan, Illinois.

PERMANENT POSITION and business opportunity. Wanted—A reliable and experienced Miller and machinery man to operate our new Grain Elevator and Mill. (See description in the Grain Dealers Journal, February 25th.) Opportunity, if desired, to buy a share in the business with other employees. Berkshire Coal & Grain Company, Inc., North Adams, Mass.

SCALES FOR SALE.

ONE MONARCH 70,000 lbs. capacity Hopper Scale with 2" tongue and groove lumber for Hopper. C. C. SMITH, Conway Springs, Kansas.

RICHARDSON AUTOMATIC Shipping Scales for sale. Been used two years. As good as new. Priced right. Farmers Elevator Co., Oneida, Ill.

HOPPER SCALES: One insertion sold mine. I made money and saved the purchaser money, so we are both happy—thanks to the Journal. —E. H.

NEW 5 TON Fairbanks Morse Pitless Wagon Scale for sale. Never been uncrated. \$135.00 for quick sale. For further particulars write Lindley C. Binford Grain Co., Haviland, Kans.

100 TON 50 FOOT FAIRBANKS Railroad Track Scale with all steel for setting same, for sale. All in Perfect condition. Very Cheap. C. E. BIRD & CO., Minneapolis, Minn.

TRACK SCALE for sale. One—eighty and one—hundred ton capacity track scale, each 42-foot top, equipped with self-registering beams, fully overhauled, good as new. Also sundry elevator equipment. Write J. M., No. 510 Mitchell Bldg., Milwaukee, Wis.

SITUATIONS WANTED

POSITION WANTED as manager of Farmers or Line Co. elevator. Twelve years' experience. Can furnish A1 references. Address Box 78, Oil Hill, Kansas.

WANTED—Position by young man 21 years old. Have had experience in grain office and elevator. Address 46F4, Grain Dealers Journal, Chicago, Illinois.

YOUNG MAN, 24 years of age, experienced in grain business wishes position with large firm with chance for advancement. Good ref. Address 46G9, Grain Dealers Journal, Chicago, Ill.

WANTED—Position as manager of Farmers Elevator or Line Company. Can handle a flour mill and all side lines. Ohio or Indiana preferred. Address J. G. Hays, Harrisonburg, Va.

WANT POSITION as manager of Farmers Elevator or Line House. Eight years with Farmers Co. Can handle side lines and keep the books. Can commence June or July first. Best of references. Address 46F31, Grain Dealers Journal, Chicago, Illinois.

COMPETENT MAN wishes position with reliable grain firm. Experienced in the handling of side lines. Middle aged and married. Can furnish fine references. Have had fifteen years experience in the grain trade. Address 46E25, Grain Dealers Journal, Chicago, Illinois.

EXPERIENCED TRAFFIC, LUMBER & GRAIN Man wishes to secure a connection with some live and busy firm where there is an opportunity of working to the position of auditor. Am well acquainted with all phases of the business. Let me hear from YOU. Address 46E5, Grain Dealers Journal, Chicago, Ill.

COMPETENT ELEVATOR and grain man wants position as bookkeeper or manager for a well established Farmers Elevator or good Line House. Thirteen years' experience in the grain business, eight years with one firm. Good bookkeeper and mechanic. Furnish references and bond. Address Bookkeeper, 1411 Highland, Emporia, Kansas.

MANAGER WITH REAL RECORD desires a position as Manager of Farmers Elevator Co. or Line House. Eight years' experience managing Farmers Grain Co. and made money every year. Single, 32 years of age, high school and business college education. Good double entry bookkeeper. Familiar with all side lines. References: bank and employers. Can make change on 30 days' notice. Address 46F28, Grain Dealers Journal, Chicago, Illinois.

A MARRIED MAN, 44 years old, in last position 20 years; knows terminal elevator grain business and management in all its branches; had charge of buying, selling, help, insurance, switching, purchase of supplies, supervision of office and elevator operations where cleaned, mixed, washed, dried; has built under own supervision terminal and country elevators; familiar with spring and winter western wheats and coarse grains. Want to become associated with firm where hard work and ability count. Pleased to hear from any one wanting man of this training and especially so if at seaboard. Address 46F21, Grain Dealers Journal, Chicago.

Since 1893
28 Years
Manufacturers
of Scales



COLUMBIA MOTOR TRUCK SCALES

Are the BEST—"SAVE REPAIR BILLS"

Because they are easy to build, simple in construction, well made and retain their accuracy longer than any scale on the market. COLUMBIA SCALES are being used by practically every feed, coal, ice and material dealer in Chicago. THERE MUST BE A GOOD REASON.

Telephone Albany 4
2437-43 N. Crawford Avenue

COLUMBIA SCALE COMPANY

F. Beuckman & Son, Props.

CHICAGO, ILLINOIS

Save money and send for list of our guaranteed rebuilt scales. All makes and capacities. Tell us what you want. Let us repair your scales—any make. We also carry parts. Finest equipment for scale work in Chicago.

Weights on Grain Shipments.

Address by Geo. A. Wells, before the National Scale Men's Ass'n.

Country grain shippers assume a heavier burden of the risk of ownership of grain than any other class of the grain trade. Such risk includes shrinkage and wastage in handling, loss in transit, depreciation in quality, misrading and incorrect weighing, and other incidental conditions covering the period from the time the grain is purchased from the farmer until it is unloaded and delivered to the elevator at the terminal market.

Terminal market grain exchanges have established rules to some extent arbitrarily that require country shippers to accept terminal market terms of inspection, weights and various other contingent conditions relating to such transactions, thus placing such risk of ownership upon the country shipper.

The integrity and accuracy of weights at both the country point and the terminal are exceedingly important. During the past twenty-one years that I have served as Secretary of the Western Grain Dealers Ass'n I have witnessed considerable progress in the improvement of methods and facilities for weighing grain at both terminal and country points. The Chicago Board of Trade was the first primary terminal market that organized a weighing department and was the pioneer in the movement. Mr. Foss, I believe, is the pioneer Chief Weighmaster of this country. He began in his position as Chief Weighmaster, I think, a year or two before I began in my position as Sec'y of the Western Grain Dealers Ass'n.

The bad practices and abuses that existed in connection with the weighing of grain at terminal markets prior to the organization of weighing departments was nothing less than robbery. Country shippers were imposed upon through carload dockage, car sweeping, and stealage by terminal elevator employees.

It was about twenty years ago that the state grain dealers ass'ns began a vigorous campaign urging organization of weighing departments similar to that of Chicago in other markets, and it may be said to the credit, particularly of all of the largest western terminal markets, that they promptly responded and have continued to improve methods and conditions.

There are compensations in life other than money, and I have always considered my experience and acquaintance with Chief Weighmaster Foss as one of the compensations received through my position as Sec'y of the Western Grain Dealers Ass'n. Through his characteristic candid and open manner of dealing with these terminal market abuses and his disposition to co-operate for the protection of the country shippers I was privileged to know much of the conditions that existed in those early days and of the heroic efforts that were necessary to effect improvement. This is also true of the weighmasters of other markets with whom I have always and particularly during the early years of Board of Trade supervision of weights enjoyed the privilege of close personal relations.

Practically all of the large terminal markets now have organized Weighing Departments under efficient management, and during these later years I have had very few occasions to check up terminal market weights.

The expense of maintaining terminal market weighing departments is large and the weighing fees charged the shipper does not begin to pay the expense in most of the markets. Like other kinds of business the Board of Trade Weighing Department has almost an unlimited opportunity to render service and there has been a spirit of competition between the large western terminal markets in this connection, so that service has been rendered regardless of the aggregate amount of the fees collected, the Board of Trade assuming the deficit.

The scope of service rendered includes not only the simple matter of supervising the weighing of the grain from the car, but is extended with the idea of giving the country shipper protection all along the line. Regulations are enforced regarding elevator construction, spouting, installation of scales, and dust collectors, protecting the title of ownership of grain in processes of unloading until it has been paid for by the buyer. Car sweeping, inspection of the physical condition of cars when unloaded, and also on arrival at outlying yards, inspection of car seals, resealing, seal records, watchman service in railroad yards, and even the maintenance of a detective service to prevent stealage.

COUNTRY ELEVATOR WEIGHTS.

There is much deficiency in country elevator weights. The volume of grain handled at many stations is so small that the investment necessary to build and equip an elevator with shipping scales cannot be afforded, and much grain in the aggregate is shipped from country stations where there are no elevator facilities whatever, and the volume does not warrant maintaining such facilities.

The volume of grain does not exceed an average of more than one hundred thousand bushels per annum at most country stations, and many stations ship even less. Such shippers have been inclined to get along without

shipping scale equipment because of the large expense compared with the volume of business.

Public supervision of country elevator weights is impractical and in fact I believe impossible. The integrity of such weights depends upon the facilities and the accuracy of operation. Carelessness is fatal to accurate weights and there is much carelessness exercised in country elevator weighing. I have noticed in my experience that careless shippers usually file the most claims for shortage in transit. The accuracy of country elevator weights depends upon individual self discipline as well as accurate weighing facilities. The best weighing facilities will not give accurate results in the hands of a careless weigher, and accurate weights are not conclusive if the methods of handling grain from scale to car are defective.

The human element is an unavoidable factor in weighing grain that cannot be eliminated at country elevators. A scale located in the cupola of an elevator that is not easily accessible is most likely to be neglected.

There are many country shippers, however, who do operate shipping scales accurately, even when installed in the cupola, and their records show such accuracy in comparison with supervised terminal market weights. My experience has shown that accurate weighing may be done with first class hopper or automatic scales if properly installed and operated with reasonable care. I do not believe that any organization should undertake to either specifically recommend or condemn any type or manufacture of scale. I believe that weighing devices are in the process of development and there should be no limitations to the experimental efforts along that line.

I do not believe that any shipper should be deprived of his right to file claims of shortage against the carrier simply because of weighing facilities that do not technically conform to requirements that may be established by the carriers or even the Interstate Commerce Commission. The accuracy or correctness of a weight is legally a question of fact, and I am opposed to any plan that will deprive a country shipper of his legal rights. On the other hand, I have no sympathy for the country shipper who undertakes to claim shortage either against the carrier or the buyer if he is unable to prove the general accuracy of his weights.

The country elevator requires a scale that occupies the minimum of space giving accurate results with the minimum of attention. It would seem to me that ultimately there will be an automatic device of some kind that will be most practical and efficient for use in country elevators. Most country elevators undertake to handle all grain unloaded from farmers' wagons and also the grain being loaded into cars with one elevator leg. This necessitates stopping the weighing of grain into cars when unloading wagons unless the pit is large enough to accumulate a quantity of grain. Using one elevator leg involves the chances of misplacing the distributing spout. The elevation from the farmers' wagons into the elevator should be done with a leg entirely independent and separate from the loading of cars. It would seem to me most practical and efficient that the scale, no matter what type, should be installed on the work floor with an elevator leg to be used exclusively for elevating grain from the scale to the car and the spout from the elevator head fixed permanently to spout the grain to the car and nowhere else. Such an arrangement would increase the handling capacity of the elevator.

The country elevator business is largely a one man job. The volume of business is not large enough to justify at all times the employment of extra help. Grain is delivered by the farmers in bunches. They expect to have the privilege of an open market at the country elevator as well as the country grain dealer expects an open market at the terminal. The operator of a country elevator to be most efficient must be a man of all work. He must understand the operation of the power plant and the machinery of the elevator, the cooperating of cars, bookkeeping and marketing conditions. There are days when he is an extremely busy man and his strength and efficiency are tested to the utmost.

Leakage and Stealage in Transit.—Shipping weights at country elevators would not be so necessary if the grain is shipped to a terminal market where there is an efficient public supervision of weights, if it were not to determine the loss in transit by leakage and stealage.

A large percentage of the box cars are not safe carriers of bulk grain and cars that are apparently in good physical condition when loaded enroute or at division points and the leaking condition is not apparent at destination. Many such cars are unquestionably shown on the train reports as clear record cars.

Deficiency in country shippers' weights and deficiency in the condition of box car equipment has resulted in much controversy in regard to claims for loss in transit. If shipping weights were absolutely accurate and box cars were in perfect condition there would be no such controversy. Let us hope for improvement in both country shippers' scales and box car equipment.

Car Seals and Seal Records.—Car seals do not lock the cars and the protection afforded

the shipper is not complete at best. When cars arrive at outlying yards the seals are broken by grain samplers and inspectors. In some markets the car doors are closed and resealed by the railroad representatives, while in other markets the doors are closed and resealed by Deputies of the Weighing Department. There should always be a record of the seal broken and the seal replaced available as information for the shipper to be used as evidence in filing his claim for loss in transit. If the seal record is not complete and continuous the shipper is not protected and the carrier should be held responsible for any loss that may have occurred because of the car not being sealed. In yards where there is no police protection there is much stealage by thieves who are looking for the cars that are not sealed.

It may be said to the credit of most terminal markets that the car seals and records are given attention and reported on the blank forms provided for that purpose.

Some of the terminal market weighing departments have established watchman service primarily for the purpose of insuring adequate police service by carriers. Such a department comes in close touch with all special agents of the railroads and in fact aids the carrier in having a supply of pertinent information as to conditions and helps in prosecutions and investigations. This service is intended to prevent stealage in the railroad yards and is exceedingly valuable to the shippers.

Bad Order Cars.—When the cars arrive at outlying yards they should be inspected as to physical condition by representatives of the weighing departments to determine their true physical condition as well as to inspect the seal and make record of resealing. When the cars are delivered to the elevators and industries for unloading and weighing they should again be inspected to determine the true physical condition and to inspect the seals and make certain that the seal record is perfect and continuous.

Car Sweeping.—In the early days car sweeping was a graft problem that the weighing departments have solved in most markets. As I understand it is not the practice with most weighing departments to have a Deputy stationed below at the car to see that the car is entirely clean and that all grain is elevated from pit to scale.

Weighing.—It is more difficult to establish and maintain an effective public supervision of weighing in small terminal markets than in the larger markets where the volume is large and the funds are available for the expense. Rigid discipline is essential to good supervision; otherwise there is a possibility of a deputy weigher becoming a sinecure. Smaller markets are obliged under limited conditions to combine the job, making the weigher also deputy-weigher, placing him under bonds to the weighing department. The human element is the great problem in this connection and the ability of the chief weighmaster is often tested to the uttermost in dealing with this problem.

To AID FAMINE sufferers three Manchurian provinces have declared an embargo against the exportation of beans, rice and wheat until December, 1921. Japanese consuls have protested this action on the ground that it would interfere with Japanese trade.

To DISPENSE INFORMATION about present and prospective markets for Japanese agricultural products the Japanese Ministry of Agriculture is completing a trade museum at Tokyo. The ministry hopes to assist exporters by gathering world-wide information and by keeping up a system of exhibits showing what other countries need.

To CLEAR THE RICE market for the 1921 rice crop the directors of the Rice Farmers Co-operative Ass'n at a meeting held at Crowley, La., on Mar. 15 suggested that 40% of the rice remaining unsold be shipped to European markets in the rough state. The argument for such action was that the balance of the crop would realize better prices. As the European markets could not pay in cash it was suggested that the rice be exchanged for toys, cutlery, porcelain and hardware.—H.

A PRODUCT called "brown rice" which is rice which comes from a mill without polishing is being prepared for the market by J. H. Hoyt of Estherwood, La. This product can be sold at a profit at prices ranging from 2½ to 3 cents per lb. and is claimed to be far more nutritious than the polished rice and much more inexpensive to use. Mr. Hoyt reports a large demand for the product. During the week ending Mar. 19 70,000 sacks were exported to relieve the starving Europeans.—H.

Field and Grass Seed Trade Directory

ARNHEM, HOLLAND.

Wm. E. Busgers & Co., European fancy natural gr. sds.

ATCHISON, KANS.

Manglesdorf Seed Co., The, wholesale seeds.

BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale seed merchants.

BUFFALO, N. Y.

Stanford Seed Co., Inc., The, wholesale field seeds.
Whitney-Eckstein Seed Co., wholesale seeds.

CHICAGO, ILL.

Dickinson Co., The Albert, seeds.
Illinois Seed Co., The, grass and field seeds.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

CONCORDIA, KANS.

Bowman Bros. Seed Co., field seeds.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.
Crawfordsville Seed Co., seed merchants.

ELKHART, KANS.

Muncy & Carson, grain and seeds.

INDIANAPOLIS, IND.

Dawson & Co., field and garden seeds.
Indiana Seed Co., The, grass and field seeds.

KANSAS CITY, MO.

Peppard Seed Co., J. G., wholesale seeds.

LAWRENCE, KANS.

J. Underwood & Son, grass and field seeds.

LINCOLN, NEB.

Griswold Seed & Nursery Co., seed merchants.

LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain & field seeds.
Louisville Seed Co., clover & grasses.
Ross Seed Co., jobbers and exporters.

MERIDIAN, MISS.

Kimbrough Mitchell Seed Co., Southern seeds.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.
North American Seed Co., wholesale grass & field seeds.

MINNEAPOLIS, MINN.

Dickinson Co., The Albert, seeds.

NEW YORK, N. Y.

Loewith Larson & Co., grass & field seeds.
Nungesser-Dickinson Seed Co., wholesale seed merchants

OKLAHOMA CITY, OKLA.

Marshall Grain Co., Distributors of Kaffir Milo.
State Seed Co., The, garden & field seeds.

PHILADELPHIA, PA.

Philadelphia Seed Co., Inc., The, wholesale field seeds.

ST. JOSEPH, MO.

Mitchellhill Seed Co., clover, grasses, sorghums.

ST. LOUIS, MO.

Manglesdorf, Ed. F. & Bro., wholesale field seeds.

ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

SELMA, ALA.

Geo. M. Callen, seed grasses & hay.

TOLEDO, OHIO.

Churchill Grain & Seed Co., field seed, pop corn
Flower Co., The S. W., seed merchants.
Hirsch, Henry, wholesale field seed.
Toledo Field Seed Co., The, clover, timothy

SEED BUYERS AND SELLERS can quickly sell any quantity or buy any amount or quality by making their wants known through the "Seeds Wanted—For Sale" columns of the Grain Dealers Journal, Chicago, Ill.

OFFICE SUPPLIES.

SAVE 25 TO 75%.

REBUILT Addressers, Multigraphs, Duplicators, Multicolors, etc. Office Machinery Company, 22-L Quincy St., Chicago, Illinois.

SAFES—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

USED CHECKWRITING Machines, wholesale, retail, all makes. Dealers and corporations needing one to fifty,—write me. R. B. Allen, 519 Farnham Building, Omaha, Nebraska.

TYPEWRITERS FOR SALE—Rebuilt Underwoods, L. C. Smiths, Remingtons, etc., at greatly reduced prices, fully guaranteed. Also used adding machines, all leading makes. Also used Check Protectors. Get illustrated catalog and bargain lists. Minnesota Typewriter Exchange, Department G, 236 Fourth St., South, Minneapolis, Minnesota.

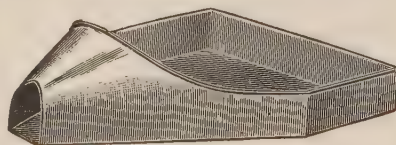
FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

HAY WANTED.



SEED SAMPLE PANS



Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light and durable. The dull, non-reflecting surface of the metal, which will not rust or tarnish, assists the user to judge of the color and detect impurities.

Seed Size, 1½x9x11". Price \$1.65.

Send All Orders to

GRAIN DEALERS JOURNAL, 305 So. La Salle St., Chicago, Ill.

KEEP POSTED

GRAIN DEALERS JOURNAL

305 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator..... Post Office.....

..... bus. State.....

Use Universal Grain Code and Reduce our Tolls.

SEEDS FOR SALE—WANTED

WANTED—Cow Peas, Cane, Millet. Submit samples and quote lowest price carlots or less. J. M. SCHULTZ, Dieterich, Illinois.

MILLET SEED in car lots for sale. Early Fortune, Hog, Common (golden) and Siberian. Reimer Smith Grain Company, Holyoke, Colo.

FOR SALE—Any quantity and quality of Seed you want to purchase. If you don't find what you want in the "Seeds For Sale" section, advertise for it.

The Toledo Field Seed Co.

Clover and Timothy Seed

Consignments solicited. Send us your samples
TOLEDO, OHIO

JOBBER AND EXPORTERS

ROSS SEED CO.

Ky. Blue, Orchard, Red Top, and all kinds of field seeds Bought and Sold.

Louisville, Kentucky.

HENRY HIRSCH

WHOLESALE FIELD SEEDS

CLOVER — ALSIKE — TIMOTHY — ALFALFA

Our Specialty

All Other Field Seeds

TOLEDO - - OHIO

IMPORTERS

EXPORTERS

GRASS and CLOVER SEED

Buyers and Sellers of Timothy, Red Clover, Alsike, Alfalfa, White Clover, etc.

NUNGESSER-DICKINSON SEED CO.
New York, N. Y., U. S. A.

SEEDS FOR SALE—WANTED

Marshall Grain Co.

DISTRIBUTORS OF
KAFFIR MILO

Weights and Grades
Guaranteed at destination.

Responsible brokers wanted in all markets

517-18 Grain Exchange Building
Oklahoma City, Okla.

The Mangelsdorf Seed Co.

Sweet Clover, Alfalfa,
Soudan Grass, Millet, Rape.
ATCHISON KANSAS

North American Seed Co.

WHOLESALE GRASS & FIELD SEEDS
Milwaukee, Wisc.
"THE HOUSE OF QUALITY"

The S. W. Flower Co.

WHOLESALE
FIELD SEED
MERCHANTS

SPECIALTIES
RED CLOVER, TIMOTHY
ALSIKE
TOLEDO
OHIO

LOUISVILLE SEED COMPANY

INCORPORATED
LOUISVILLE, KY.
Headquarters for
RED TOP AND ORCHARD GRASS
BUYERS AND SELLERS
OF ALL VARIETIES FIELD SEEDS

Crawfordsville Seed Company

FIELD SEEDS
Crawfordsville Indiana

WHITNEY-ECKSTEIN SEED CO.

Wholesale Seed Merchants
BUFFALO, N. Y.
CORRESPONDENCE INVITED

COURTEEN SEED CO.

Milwaukee,
Wisconsin
Clover, Timothy, Grass Seed
Grain Bags

THE ILLINOIS SEED CO.

CHICAGO, ILL.

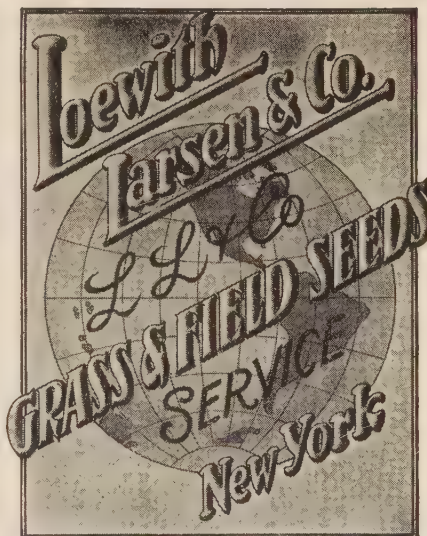
WE BUY AND SELL

Field Seeds

Ask for Prices
Mail Samples for Bids

SEED

We Buy
and Sell
all Varieties
of Grass
and Field
Seeds



The J. M. McCullough's Sons Co.

BUYERS — SELLERS
Field and Garden Seeds
CINCINNATI - - OHIO

SEEDS ANY and EVERY KIND CAR LOTS or LESS

The Nebraska Seed Co.
Omaha, Neb.

The Stanford Seed Company, Inc.

Wholesale Field Seeds .. BUFFALO, N. Y.

We Buy SEEDS We Sell

J. G. PEPPARD SEED CO.
Kansas City, Mo.

Crabbs Reynolds Taylor Company

CRAWFORDSVILLE, INDIANA
Buyers and Sellers
CLOVER AND TIMOTHY SEED—GRAIN

The Albert Dickinson Co.
MINNEAPOLIS CHICAGO

YORK FOUNDRY

YORK, NEBRASKA

Manufacturers of

Power Transmission Machinery and Everything for the Elevator

We have a very complete line of patterns for power transmission machinery. Have always designed it amply heavy for severe work. Our bearings will be found heavier, better finished and with a better grade of bearing metal, than the great majority of those now sold. Our pulleys and sheaves are properly designed, carefully finished and will stand up under severe service. Our line of friction clutches will be found to cover all requirements.

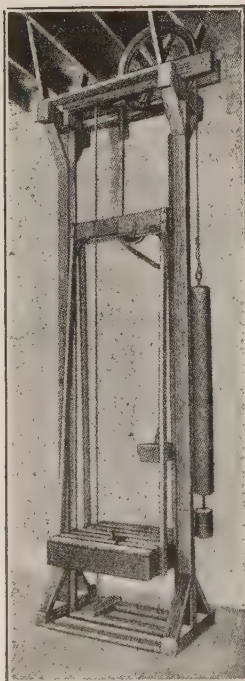


Birchard Circulating Pump for Gas Engine. Keeps the Water in the Same Temperature

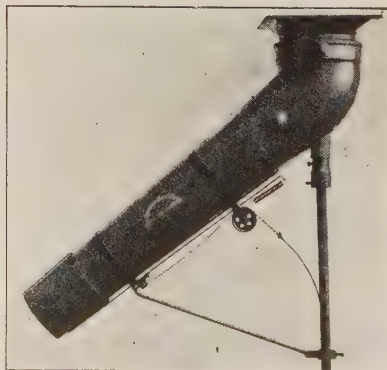
We are Manufacturing the
POWERS

Patent Safety Controllable Auto Truck Dump

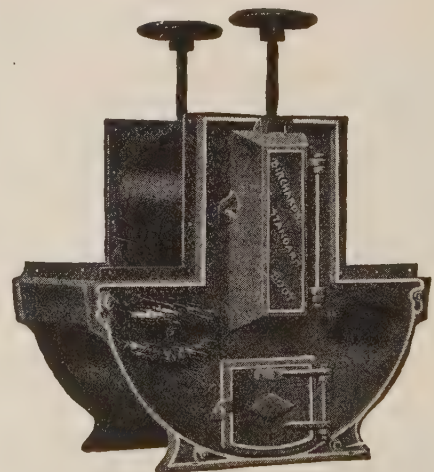
Same can be installed at a very little expense, without disturbance to your elevator. It will carry with perfect safety any load. Will ship same on trial, and if not entirely satisfactory, will pay freight both ways. Can be used in combination with your wagon dump. Our price is only \$135.00.



"Success" Ball Bearing Safety Manlift



Birchard Improved Distributor with Ball Bearing Collar



Birchard Improved Heavy Duty Boat

GRAIN DEALERS JOURNAL

305 So. LaSalle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

Published in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds, on the 10th and 25th of each month.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; two years, \$3.60; three years, \$5.00; single copy, 15c.

To Foreign Countries within the Postal Union prepaid, one year, \$3.25; to Canada and Mexico, \$2.75.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, APRIL 10, 1921

MORE care in confirming sales and purchases would keep many transactions in the profit column.

BURNING elevators, many of which are reported in this number, indicate that some careless operators overlook the cost and difficulty of replacement.

KEEPING posted on grain trade methods and practices as aired in the courts and before the arbitration committees will help every grain merchant to a safer and more profitable business. Try it.

COUNTY AGENTS in the Southwest continue to get in bad with everybody through the promotion of marketing and purchasing ass'ns, overlooking the fact that farmers who engage in commercial lines must do it at the expense of their agricultural activities.

THE FEDERAL Trade Commission seems still to be obsessed of the idea that the interests of the people are advanced by the persecution of business men. The more Government adds to the cost of doing business, the higher must be the prices of commodities.

MINNESOTA'S anti-futures legislators now are considering an amendment to the bill effective Aug. 1, to require the state railroad and warehouse commission to police the pit and detect trades made for persons who have no intention to deliver. Next the legislators will put the Chief of Police to work grading grain.

OATS handlers in the country as well as at the terminals will profit by earning storage charges on the premiums for the most distant futures, compared with cash oats. Some of the oldest men in the trade do not recall a time when September sold at such a premium over May. Keep the oats in the country elevator and sell a future.

NORTH DAKOTA farmers have not adopted the slogan "Summer fallow and fight," altho a few agitators have pretended to favor such a move. None are so shortsighted as to forego the opportunity to try to produce a crop. The market price when they will be ready to sell is an unknown figure. Changed conditions might make it very attractive.

GRAIN DUST EXPLOSIONS are coming with sufficient frequency and force to make more than a passing impression on the grain elevator operators, and we feel certain that the time is not far distant when marked improvements will be made in the dust handling facilities of all elevators. Readers having any reforms to suggest are welcome to the use of our columns.

LOOSE WORDING of contracts led to an appeal from a decision of an arbitration com'te and its reversal by the appeals com'te of the Grain Dealers National Ass'n, one member of the latter com'te filing a dissenting opinion. By mutual agreement the original contract had specified "any size car." If some dealer will now offer grain at "any old price" the arbitration com'tes will have a still harder nut to crack.

FORGING Bs/L is indeed a most serious offense, not only against the railroads, the banks, and the general public, but also against the grain trade, which is largely dependent upon the integrity of every agency intrusted with the issuance of Bs/L. Hence, it would seem somewhat wishy-washy to suspend a firm from a grain exchange for forging a B/L. We can conceive of no mitigating circumstances which would seem to justify such leniency. Expulsion should be the minimum punishment, so far as the grain exchange is concerned, but the State would no doubt demand imprisonment.

PAYING DIVIDENDS from stock subscriptions has become such a common practice with new corporations everywhere, that new laws were enacted by the recent Indiana legislature, as is recited in "Letters" this number, providing punishment for those who deceive and swindle their stockholders by such dishonest practices. Entirely too many agents of blue sky promoters have been assisted in their swindling operations by using money received from stock subscriptions as dividend bait in catching other suckers. In some cases, handsome dividends have been declared even when the companies were insolvent and unable to pay their current bills. Of course, the dividends were never paid, but then the mere declaration of the dividends enticed more stock subscriptions. When all States have laws of this character, the fake promoters will find it more difficult to prey upon the credulous bucolics.

WE ARE SORRY to announce that Mr. Greenbug, having failed to make good on his crop killing promises, has been expelled from the Crop Killers Union and stripped of his halo. Mr. Jack Frost has been recommended for membership, but no second has been heard.

LIMITING MARGINS of profit on each bushel of grain handled to six cents may be possible under the government of North Dakota, but it will surely not reimburse all grain elevator operators for the service rendered, and many of them will be forced to discontinue business until markets are more stable and profits more certain.

THE BURO OF MARKETS will be consolidated with the Buro of Crop Estimates July 1st, the purpose being to avoid waste now being indulged by the overlapping of the work of the two departments. If the Buro of Markets increases its activities along the line of encouraging growers to engage in the grain handling business, the wonder is who will be left to produce the crops of the future either efficiently or economically.

NORTH DAKOTA'S reported reduction of wheat acreage is not sustained by the letters of many North Dakota dealers published elsewhere in this number. The resentment of the Townleyites does not seem to be shared by the grain dealers of the State. North Dakota has raised many bumper crops and inasmuch as the fates have been against that State for the past five years, it would seem that in 1921 it should be in line for one of its old time crops of No. 1 Northern.

WEEVIL EXTERMINATORS which change either the appearance or the condition of grain cannot be used profitably by shippers, as is clearly shown by the Chief Inspector of Kansas City in "Letters" this number. The only exterminator which can be used in killing weevil without affecting the grain is carbon bisulfid, but users should always bear in mind that the vapor from this chemical is highly explosive when submitted to a spark, fire or flame, so its use is always attended with great danger.

LIGHTNING is responsible for more fires in grain elevators than any other known cause, due no doubt to the isolated position of most of the country elevators and to the fact that the elevator is generally the highest building in town. Frequently fire is started in a number of different parts of an elevator when struck by lightning, and as was the case at Early, Ia., recently, and a second and third fire is discovered long after the first is extinguished. Whenever a thunderstorm visits your elevator, whether day or night, it should be thoroughly inspected and watched carefully for hours after the thunderstorm is over. In the case of the elevator at Early, the Fire Dept. extinguished the flames discovered in the forenoon and also the fire discovered late in the afternoon of the same day. However, if the storm had occurred at night, it is doubtful if the plant would have been saved. Hence, it behooves every elevator operator to keep a vigilant lookout for fires started by lightning.

CLAIM AGENTS can be depended upon to find some excuse for rejecting a perfectly good claim; but the refusal of a claim for shortage because the shipper in order to avoid paying the transportation tax of 3 per cent had marked the B/L "for export," as stated in "Asked-Answered" this number, is the newest dodge. Shippers everywhere should sit down hard on this trick at the start, lest claim agents be encouraged to make this bluff regularly until called by a court decision. Since when was Baltimore in Germany?

THE HALF-WAY LINE between your elevator and the elevators of your competitors should mark the logical territory of your elevator. Any attempt to draw grain outside that line is likely to arouse the dealers whose natural territory is invaded and result in an overbidding contest that will lead to all dealers of the territory paying more for grain than they can afford. Grain dealers of long experience have always maintained that overbidding a market invariably causes more dissatisfaction among growers than underbidding it. The many extra expenses which must be met by every country elevator operator to-day make necessary a more careful study of the actual cost of handling grain through an elevator than ever before, because with the many unusual expenses now accompanying the marketing of grain, it is easier than ever for the country buyer to be led astray. Grain once bought on an unprofitable basis must generally be sold without profit, because the high interest charges now prevalent discourage the holding of large quantities of grain, in the hope of catching the market on an up turn. The old motto of experienced dealers that "grain bought right is already half sold" cannot be improved upon.

IDLE FREIGHT CARS to the number of 495,904 clogged the sidings throughout the land the first of this month, and while over half of them were coal cars, still the supply of box cars was so greatly in excess of the needs of the country that few railroads were giving any attention to the repairing of weak and defective boxes. Many commodities cannot be shipped because the freight rates made necessary by the high wages authorized by the Federal Railroad Labor Board leave nothing for the shipper, so much farm produce is kept in the country. Union Labor is demanding much more than a lion's share of the revenue from the sale of every commodity in the production of which it shares, and its greed is forcing many out of business as well as thousands of workmen into idleness. The world of consumers will be glad to pay a reasonable price for our surplus farm products, but are averse to paying at the same time an extortionate rate for their transportation. Until the Railway Labor Board and the Interstate Commerce Commission recognize the crying need of our agricultural sections for reduced freight rates, the demands of the Railway Brotherhoods for high wages will not be denied. It is up to the grain shippers of the land to make an earnest fight for a reduction in freight and passenger rates, so that business can be revived.

SILOS constructed of any material are not suited to the storage of bulk grain, and the sooner all men learn that bulk grain exerts a lateral stress that is unknown to corn stalks and other ensilage, the better. A gentleman who recently moved to Idaho, as is recited in our new columns this number, is credited by the local papers with proposing to store 50,000 bu. of bulk grain in two cement silos 25x46 feet built on a farm adjoining town. We are glad our daily travels do not take us by those silos, as we could not buy enough accident insurance to make us feel easy when passing that way. Too many silo builders are obsessed with the same misinformation. Silos are not suited to the storage of bulk grain and their use for such purpose is accompanied with great danger to the structure as well as to those visiting it. If you would live, avoid them.

THE FARMER was described by the Sec'y of Agriculture at the Chicago meeting of the Farm Bureau as "a good producer, but a rotten salesman." The whole trend of the honorable sec'y's remarks was that the farmer should undertake salesmanship, that he should become a grain dealer. Even the Farm Bureau agitators themselves freely admit the farmer is a rotten salesman. If he is such a poor salesman it augurs ill for his venture into the U. S. Grain Growers, Inc., if the farmer were to become a grain dealer. As planned, however, it appears the farmer is not to be a grain dealer. He is to contribute the funds to carry on the business and the actual work is to be done by others on salary or commission. Collectively he will attempt to hire others not so "rotten" as he is, to sell his grain for his account. How will his salaried salesman be able to sell the farmer's grain for more than the market price at the terminal where margins have been whittled down to the minimum by the fiercest competition? European demand from surplus crops as well as the exports from Australia, Argentine, Canada and India are beyond our control or influence.

Court Wipes Out Unfair Side Track Agreements

The decision by the Supreme Court of Illinois in the case of Paul Kuhn & Co., published elsewhere in this number of the Journal will be a valuable precedent in other states for the guidance of commissions and courts, as it makes a nullity of all unfair leases, even tho assented to by the shipper.

Insurance companies are interested in this denial of liability of the elevator owner for injuries to persons or property remote from the elevator building.

The court construed the contract to indemnify the railway company from any loss tho due to its own negligence. This is just what the railroad company sought to accomplish. As the shipper is entitled to the side track the court held he could not be required to sign away his legal rights in order to get the side track.

This decision comes at an opportune time to brace up the National Industrial Traffic League in its negotiations for a fair lease and side track contract.

"Inspection Allowed."

A Georgia correspondent in this number takes exception to our stand on the haphazard practice of stamping across the face of S/O Bs/L "Inspection Allowed."

Most of the grain of the surplus states is shipped to the nearby terminals on a S/O B/L with draft attached, and no receiver ever thinks of demanding the privilege of inspecting before taking up the draft. However, all the inbound grain received in these terminals, as well as the outbound, is graded by licensed grain inspectors.

Buyers in the south-east owe it to themselves, as well as to the trade at large, to buy only from firms who can be depended upon to load the quality sold. Where there is any doubt as to their doing so, it should be on the basis of an inspection at point of origin or at some established inspection point in transit, because shipments long in transit often deteriorate materially.

Where buyers in distant markets have the privilege of inspecting shipments before taking up bill of lading, the natural tendency for shoe-string operators is to buy in large quantities and then reject if the market is against them upon the arrival of the shipments. They delight to speculate with other dealers money. This practice not only injures the seller, but often floods the market and depresses prices, with the result that other dealers in that market suffer heavy losses on their stocks and purchases.

If shippers are willing to guarantee the grade of their grain when shipped to distant markets, that is an easy matter which can be readily solved by private contract, but it has long been the practice in the grading markets of Canada and the grain surplus states of the U. S. to sell grain by the grading in the originating market. It is always sold by the weights of these markets and the carrier is generally looked upon as the agent of the buyer who pays the freight, so it is perfectly proper that buyer should assume the hazards of deterioration in grade as well as loss in weight.

It is not possible for buyers and sellers always to come together and give personal inspection to the commodity they are dealing in; neither is it always practicable to have agents of both present at the consummation of the transaction, so the weighing and grading of disinterested parties, obtained at the earliest possible moment, must govern these transactions. But one thing is certain, that if seller is called upon to guarantee either the quantity or the quality until arrival of shipment at destination and the inspection by the buyer, he will ask more for his grain. Such guarantee is surely worth more to the buyer, because he would then be relieved of all the work and worry of transportation disputes and claims with the carriers.

In shipments where great deterioration does occur, sellers often make liberal allowances even after the draft is paid, and such an adjustment of variations in quality, which of course are bound to occur, would seem to be far better for the buyer's market than to encourage irresponsibles to buy in a haphazard manner, as they are encouraged to do where the practice of allowing inspection before paying draft is tolerated.

Grain Dust Explosions for 43 Years

At last grain dealers who operate small as well as large elevators are beginning to believe that grain dust does actually explode with destructive effects. Since the destruction of the Chicago & North-Western's elevator March 19, we have received inquiries from different sections of the country, asking where explosion insurance can be obtained, inquiring what can be done to eliminate the dust, and whether or not the ordinary fire insurance policy protects property owner from loss by grain dust explosions.

No fire insurance policy that we know of covers property owners against dust explosion except those specifically providing for insurance against such loss.

Carefully compiled data of grain dust explosions covering a period of forty-three years includes thirty-one different destructive explosions. The record should prove interesting reading to elevator superintendents who are averse to "wasting money on keeping their plants clean."

Engineers have been disposed to ignore the dust explosion hazard of the grain elevator until seven elevators were wrecked or damaged by dust explosions in 1919. Since then they have all been giving serious study to overcoming this dangerous feature of grain elevator operation, and we feel certain that henceforth careful consideration will be given by designers to the complete removal of all dust as quickly as possible after it arrives at the elevator, and to use every precaution to prevent the open handling of grain which permits the dust to rise and settle all over the plant. Neither will engineers recommend the installation of driers or bleachers in the same building with the cleaning machinery or the storage bins, and all buildings and separate working units will be separated by strong divisional walls.

It is interesting to note that the Murray elevator at Kansas City, which was wrecked by a dust explosion in September, 1919, has been rebuilt and that its receiving pits are surmounted by a dust hood which draws off much of the dust, and that suction for the removal of dust is provided for each elevator boot and head, as well as scale garners and hoppers. Of course, the usual dust collecting system, including exhaust fans and floor intakes are also provided.

The railroads are averse to hauling dust to terminal markets without receiving freight for its transportation, but it will prove much cheaper to remove the dust and be content with the freight on the actual grain delivered.

Recent experiences in a couple of country elevators indicate very clearly that they cannot remain immune to these destructive explosions, so that all must soon buy explosion insurance and equip their plants for removing dust from all grain as it is received from farmers' wagons.

When the country elevator operator begins to remove the dust, the danger to the terminal elevator will be reduced. Still, it is imperative that the designers of terminal, transfer, storage and cleaning houses not only provide every known means for the removal of dust by dust collecting apparatus and ventilation, but also that he exercise every precaution to minimize the effect of dust explosions.

After the grain elevator designer has exercised his skill in reducing the opportunities for dust explosions, the task of preventing further destructive explosions will be up to the owners and operators of these valuable plants.

Open top bins from which dust always pours in great volume when bins are being filled are perpetually condemned, along with open spouting.

The use of any but double globe vapor

lamps for illumination will be prescribed, and dust will be sucked up by portable hose instead of being scattered all about by careless sweepers who often do much more to cause a dust explosion than they do to prevent one.

The cry of some engineers now is that all walls shall henceforth be made smooth and precipitous, without ledges or projections of any kind, so as to minimize the lodging of dust. All workmen should be forbidden to enter a grain elevator with smoking equipment or matches, and painters should be forbidden to store oil-soaked clothes or rags in the elevator. Light and power wires should be encased in heavy conduit and open flame lights, lanterns or torches forbidden.

Three of the thirty-one explosions listed below occurred in corn starch houses, four occurred in flour mills, and the first flour mill explosion at Minneapolis included the destruction of a large grain elevator, part of which was blown miles away by the force of the explosion.

Most of the twenty-four explosions occurring in grain elevators were in large terminal, transfer or cleaning houses which handled large quantities of grain that in every case had been handled previously through other houses, so that the dust content was naturally larger than when the grain left the farmers' wagons. Each time grain is handled through an elevator, the amount of dust is increased by abrasion, and if the grain is very dry or if it passes through a drier, there is a further increase in the dust.

The thresherman should be importuned to remove all dust, but so long as the farmer pays him on the basis of a given number of pounds, he will use every valve known to his machine to turn all the dust possible into the farmer's grain, and the farmer in turn will make no effort to improve it so long as he is paid for the dust at grain prices by the country elevator buyer.

When the country elevator man learns that the grain he is buying is mixed with dynamite, he will begin to insist upon the removal of the dust before the net weight is determined, and the stuff stored outside.

Judging from the data we have compiled, dust explosions have no preference as to season, month, or hour of day. The humid atmosphere of the seacoast does not seem to minimize this hazard. A study of the data regarding the thirty-one explosions should be especially interesting to all elevator owners and operators who are anxious to pursue the safer course.

May 2, 1878, at Minneapolis, Minn.: An explosion occurred in the early evening in the plant of the Washburn Crosby Co.; 18 were killed and the loss was estimated in millions of dollars. The first explosion was in Mill "A" and succeeding explosions destroyed in all 6 mills, one elevator, a machine shop, planing mill, blacksmith shop and many loaded cars. Only three of the mills and the elevator were destroyed by dust explosions, the other three caught fire from burning buildings adjacent.

November, 1889, Chicago: An explosion in Oliver's Oat Meal Mill blew out the front and killed three men.

April 17, 1898, Boston, Mass.: At the Hoosac Tunnel docks, Charleston, a smoldering fire in the Fitchburg Railway Elevator led to a slight explosion at 3:20 Sunday morning, followed a few seconds later by a tremendous explosion that blew down the roofs of buildings nearby, split the roof of the elevator in two and distributed the machinery and timbers over the side streets. Fire bursting out immediately spread to the conveyor galleries leading to the dock sheds. Only the walls and grain overflowing the streets were left in a smoldering ruin. Loss on building and 500,000 bus. grain, mostly Joe Leiter's wheat, \$900,000. Two watchmen who carried lighted lanterns to investigate the smoke they smelled were taken to the hospital badly burned.

Sept. 20, 1898, Toledo, O.: An explosion occurred at 8:30 p. m. in the Union Elevator, operated by Paddock, Hodge & Co.; 14 were killed and 5 fatally injured. Loss on elevator

was \$80,000; on grain, \$225,000; all covered by insurance. The elevator was in full operation, as the night force was loading 80,000 bus. of wheat into a boat. A lighted lantern carried into a dusty room caused the explosion, fire finishing the destruction of the plant.

Mar. 7, 1905, Cedar Rapids, Ia.: An explosion destroyed the plant of the American Cereal Co. The loss amounted to \$1,500,000 and the insurance to \$1,000,000.

Oct. 8, 1908, Richford, Vt.: A dust explosion occurred at 5 p. m. in the elevator of the Canadian Pacific Ry. Co., operated by the Quaker Oats Co.; 15 men employed in the plant and 2 women who were passing the elevator were killed, and eleven men were seriously injured; 51 loaded cars were burned. The loss amounted to \$400,000. The elevator was not protected by a dust collecting system and no provision for removing dust had ever been made. Experts believed that the sun's rays focused thru the window glass caused the explosion.

Jan. 4, 1910, Buffalo, N. Y.: An explosion occurred in the corn meal mill of the Buffalo Cereal Co., killing 3 men and seriously injuring 9 others. No one in the plant escaped injury. A concrete and brick elevator was shattered by the explosion and collapsed, falling thru the roof of the mill. Loss, \$75,000.

Mar. 7, 1910, Roby, Ind.: An explosion at 5:45 p. m. in the dry starch room of the American Maize Products Co. killed 4 men and injured 21. Loss, \$50,000. Thirty-three kilns, 80 ft. long, were a total loss. One of them is believed to have become overheated and to have ignited the dust, causing the explosion.

Aug. 6, 1910, Granite City, Ill.: An explosion shortly after noon wrecked the plant of the Corn Products Refining Co., killing 2 men and injuring 5 seriously. Loss, \$55,000, \$30,000 of which was on grain destroyed. The building was valued at \$20,000 and no insurance was carried, as it had just been completed. The 3 top stories of the 6 story elevator were wrecked.

Jan. 25, 1912, Chicago, Ill.: An explosion occurred at 6:45 p. m. in the malt house of the Acme Malting Co., Chicago, Ill. No one was killed. Loss about \$20,000.

Nov. 25, 1912, Waukegan, Ill.: An explosion occurred at 1:25 p. m. in the plant of the Corn Products Refining Co., killing 12 men and injuring 24. Loss amounted to \$100,000. The starch house, 5 stories high and 160x75 ft. on the ground, was practically blown to atoms. It was shipping day and much dust was circulating in the plant, where there were no dust collectors.

June 24, 1913, Buffalo, N. Y.: A dust explosion at 5:15 p. m. shattered the Nickel Plate Elevator operated by the Husted Milling & Elevator Co., killing 5 men outright. 25 died of injuries and 75 were badly hurt. Loss was \$500,000. Insurance on building, \$450,000 and \$100,000 on grain. Twelve loaded cars burned. In this case testimony seemed to prove that the dust collecting system was in perfect order and was working at the time of the disaster. Gases from the drier, where much salvaged grain was being dried, were blamed for the explosion.

Sept. 11, 1913, Keokuk, Ia.: An explosion at 11:30 p. m. partially destroyed the plant of the Purity Oats Co. None were killed or severely hurt. Loss \$60,000, fully covered by insurance.

Nov. 6, 1913, Ft. Dodge, Ia.: An explosion at noon wrecked the 3rd story of the plant of the Quaker Oats Co. Two men were seriously injured and the loss placed at \$20,000. A piece of steel in a quantity of oats as they passed thru the hulling machine is believed to have ignited the dust.

Mar. 30, 1914, Galveston, Tex.: An explosion at 9 a. m. occurred on the distributing floor in the Sunset Elevator, operated by the J. Rosenbaum Grain Co. None were killed. The force of the explosion blew off sides of cupola. Loss \$50,000. About 80,000 bus. of grain in the bins were damaged by water when the sprinkler system in the elevator was released by the fire following the explosion.

Sept. 22, 1914, Beatrice, Neb.: A dust explosion at 2:30 p. m. wrecked the plant of Black Bros., killing one man. Loss \$15,000. Dust collectors were reported to be in perfect order and working, and it was that the man killed may have struck a match while examining contents of a flour bin on the second floor.

July 15, 1915, Weehawken, N. J.: An explosion occurred during the morning in the West Shore Railroad Elevator, seriously injuring 2 on a tug boat and barge loading at the elevator and slightly injuring 5 others on the boats. The loss amounted to \$15,000.

June 14, 1916, Baltimore, Md.: At Canton, Penn., Railroad Elevator No. 3, a wood working house, was blown up and 8 men killed. Loss \$3,000,000. In this case the 32 concrete storage bins adjacent were not damaged.

Dec. 11, 1916, Peterboro, Ont.: At 10 a. m. a dust explosion wrecked the plant of the Quaker Oats Co., killing 17 men and seriously injuring 18 others. Loss \$2,000,000, and insurance \$1,223,000. The force of the explosion was downward, blowing out the bottom of the building and allowing the upper floors to collapse.

Oct. 13, 1917, Brooklyn, N. Y.: A dust explosion at 8:20 a. m. completely destroyed the elevator of the New York Dock Co., known as

"Dows Stores." No one was hurt, but 900,000 bus. of grain was a total loss. Loss on buildings was placed at \$1,000,000. There were two distinct explosions.

May 20, 1919, Milwaukee, Wis.: A dust explosion occurred at 11:15 a. m. in the elevator of Smith, Parry & Co., killing 3 men and injuring 4. Loss was \$100,000, and the insurance amounted to \$132,400, with \$48,000 explosion insurance. The coroner's jury in rendering its verdict said: "The explosion might have been prevented had the plant been equipped with an exhaust system and certain guards on all motors from which sparks might ignite dust floating in the air." In other words, lack of a dust collecting system caused the havoc.

May 21, 1919, Cedar Rapids, Ia.: A dust explosion at 6:30 p. m. at the plant of the Douglas Starch Co. resulted in the death of 43 victims, many of whom were never identified. The plant covered 2 city squares and was a total wreck, the loss being estimated in millions.

Aug. 9, 1919, Port Colborne, Ont.: An explosion at 1:15 p. m. at the government elevator "D" took 16 lives and did over \$100,000 damage. The barge Quebec, loading the last of her cargo of wheat, was sunk. Five of those killed were on the boat. The evidence presented to the investigation com'te showed that a choke in the loading leg allowed the head pulley to slip and the resultant friction burning the belt in two. The broken belt dropped down into the leg and ignited the dust, causing a small explosion which dislodged dust thruout the plant and a second explosion followed, which lifted the cupola 200 ft. in the air. No insurance was carried on the elevator. The coroner's jury brot out the fact that while the dust fans were all working, the leads to the various lofts were closed while a boat was being loaded.

Sept. 13, 1919, Kansas City, Mo.: At 2:10 p. m. (Saturday) a dust explosion wrecked the Murray Elevator, owned and operated by the C. B. & Q. Ry. Co., killing 14 and causing a loss of over \$350,000. No insurance was carried on the 261,000 bus. of grain in the elevator. Little damage was done by fire.

Sept., 1919, Buffalo, N. Y.: A dust explosion occurred at 5:30 p. m. in the elvtr. of the Curtis Grain Corporation and 3 men were hurt. Loss was \$20,000. Sparks from motors set fire to a canvas covering, which caused the explosion.

Oct. 14, 1919, Memphis, Tenn.: At 7:45 p. m. an explosion partially wrecked the plants of the Riverside Elevator Co. and the International Rice Co. One man was killed. All losses were covered by insurance.

Dec., 1919, Buffalo, N. Y.: A dust explosion in the H. O. Mills caused a small loss. No one was killed.

Dec. 6, 1919, Boissevain, Manitoba: At 9:30 p. m. a night packer struck a match in a flour bin of the Turtle Mountain Milling Co. A small explosion in the nearly empty bin was propagated up a stairway to the floor above, where a second explosion blew out nearly all the side wall on the upper floor, the falling bricks damaging a warehouse. About 25 small fires started in different parts of the mill and were put out by hand extinguishers. Loss, \$5,800.

May 26, 1920, Buffalo, N. Y.: At 11 a. m. an explosion confined to a single elevator leg occurred in the Concrete Central Elevator. An extension electric light cord dropping into the boot ignited the dust, but as the house was clean the flame was propagated not more than 40 ft. No fire resulted, and three men sustained minor injuries. The leg casing was slightly bulged above the boot and 20 ft. below the head.

Oct. 25, 1920, Brandon, Man.: An explosion wrecked the plant of the Western Canada Flour Mills Co. No one was killed, but the loss ran well into the thousands.

Mar. 19, 1921, South Chicago, Ill.: At 6:15 p. m. Saturday dust exploded in the Northwestern Terminal Elevator, killing six men and injuring four of the 11 men in the plant, operated by the Armour Grain Co. The drier house containing 12 driers was demolished, 13 bins were wrecked, floor of working house blown up and practically all of the cement concrete covering cupolas and conveyor galleries was blown off. The track shed became a mass of twisted structural steel, and the lower end of the marine tower was blown off the dock. The fire loss on the 7,000,000 bus. grain in store was comparatively small. Damage to plant, \$2,000,000.

Keep Down the Dust.

Grain Dealers Journal: Dust in the air, with a spark or flame near by, then the explosion and more explosions. Where there is machinery the production of sparks is a common occurrence and a choked elevator leg usually produces more than sparks.

A large vent from the elevator head through the roof has proved to be a safety measure of value; it allows an explosion in a choked leg to spend its force without injury to other parts of the structure. Electric hazards are well known.

Ventilate, keep down the dust—not once a week or month, but every day, all the time.—E. D. Mayo, Minneapolis.

Modern Elevators Are More Susceptible to Explosions.

Grain Dealers Journal: We are much interested in grain dust explosions, but cannot possibly say anything of interest, because we do not know any facts. It is dangerous to speculate upon the probable causes of the explosion with only rumored conditions as a hypothesis.

The increasing number and size of these catastrophes certainly merits attention on the part of grain elevator designers and builders. It is a remarkable and pertinent fact that until comparatively recently, dust explosions were not a factor in grain elevator operation. There must have been many small explosions which never reached the press. It is possible that in some of the older wooden houses fires may have originated through explosions, but due to the character of the building and the size of the explosions, the cause of the fire was not placed where it belonged.

There are no doubt two reasons why the modern fire-proof terminal elevator of large size is more susceptible to disastrous explosions than the previous forms of grain elevators. One is the unyielding character of the building structure, which makes it possible to increase the gas pressure at the moment of ignition. The other is the increasing size of grain elevator houses, so that now we have, as compared to former elevators, a tremendous volume of dust-laden air. Is it obvious that if the N. W. explosion could have been reduced to twenty-five small explosions no great damage would have been done.

We believe, in accordance with the recommendations of the Government, that if the collection of dust is carried out to a very much greater extent than is now customary, that the hazard will be considerably cut down. Cleanliness about the elevator, while it may not prevent an original small explosion in some part, would probably prevent the communication of this explosion to all parts of the elevator and the resulting disaster.—Fegles Construction Company, Ltd., by D. B. Fegles, Gen. Mgr., Minneapolis.

Criminal to Take Dust Into an Elevator.

Grain Dealers Journal: This great disaster, the explosion of the C. & N. W. Ry. Elevator at Chicago, should make it plain to everyone that there is no such thing as being too careful when designing grain handling plants, and that the expense connected with careful designs is more than justified. Judging from the thoroughness with which the plans for this elevator were made, and with which the plant was built, this explosion should convince the most skeptical that the utmost care in design and construction counts for absolutely nothing unless the plant is as carefully operated.

Early reports hint at carelessness on the part of some workman, and this we believe will be the final conclusion unless, as is so often the case with mysterious fires and explosions, someone goes through a long process of elimination to pass the "buck" to "defective electric wiring."

If some workman lit his pipe in the building it was probably because he had never been sufficiently impressed with the danger connected with doing it. Possibly he did not have the capacity for being so impressed. In either case is the workman really so much to blame as the man who hired him and allowed him to work in the elevator? Why should a workman be allowed about the place with a match on him? How much could the management of such a concern afford to spend in order to be sure that smokes and matches were not being carried into the plant?

If the explosion was caused by some workman breaking an electric lamp that was not properly guarded it was not so much his own carelessness as the man who allowed even one unguarded lamp to be used about the elevator. Every large plant could afford to have one or more men whose duty it is to watch for signs of carelessness and to keep the men impressed with the real danger of dust explosions. This man or men should not simply go over the plant feeling of bearings, but should oversee the ones who do that kind of work.

This and every other explosion seems to be a rebuke to grain weighmen, who insist that the grain must be brought into the plant and handled, dust and all, until it is weighed, lest the shipper lose a few pounds of dust. We understand that this ruling, which, of course, must be enforced on all alike, is another case where the many suffer for the sins of the few who have been caught taking more than dust out of grain. It seems to us to be little short of criminal to take even a small amount of unnecessary dust into an elevator, knowing the danger that is connected with so doing. There should be some better way to compensate for the slight loss in weight due to removing dust from grain being brought into an elevator.

We know of nothing that will reduce the danger from dust explosions in elevators so much as eternal vigilance on the part of those responsible for their operation and cleanliness. Designers can do much in the way of providing the machinery with which dust can be kept down, but unfortunately they have no control over the use of the equipment after the plant is put into operation. In our judgment careful operation of a plant offers very much greater opportunity for lessening dust explosion hazard than any improvements that can be made on the machinery that is now being commonly used to remove the dust.—Horner & Wyatt, by O. H. Horner, Kansas City.

Remove All Dust as It Rises from Grain.

Grain Dealers Journal: I would not venture an opinion as to how the first explosion of dust at South Chicago Elevator of the Chicago & Northwestern Railway was ignited. There is some evidence tending to show that the river house blew up first. I know this opinion to be contrary to the general opinion of many at the present time.

As to what can be done other than what was done in this new elevator to remove the dust and reduce the explosion hazard, I would say the most desirable thing to do is to put air suction on the boots, on the elevator heads and other places where the grain discharges and the dust rises. This practice is not allowed by the Chicago Weighing Department at the present time.

To reduce the explosion hazard I would somewhat modify the arrangement of the elevator and its construction. These modifications I will classify under the following headings:

A. Driers to be placed in separate buildings at the end of the elevator, with belt connection to and from the elevator.

B. The receiving shed built of concrete and detached from the work house by open space at least 20 feet wide.

C. All storage bins to be floored over at the top and entirely separated from adjoining bins.

D. All superstructure above bins to be built of concrete with smooth interior walls, columns and girders, thus not allowing any projections for dust to lodge on. By having all surfaces smooth the dust will not cling thereto in any appreciable amount.

E. All machinery should be arranged and located so it would be readily accessible for oiling and removing accumulated dust while the machinery is in motion.

F. Provide all motors driving elevator legs

and conveyor belts with automatic and remote control.

G. More stringent rules reference to smoking on or about the premises.

H. All electric lights should be provided with vapor-proof globes, and I quote below portion of an article written in reference to the Northern Central Elevator:

Handling grain is a dusty job, for every time the grain is moved a little more dust is shaken loose. And grain dust is dangerous; it explodes. Therefore, a method of construction which keeps the dust from finding lodgment here, there and everywhere, and reduces the danger of a disastrous explosion to a minimum is the most successful. That is where concrete scores. Its use makes it possible to build elevators with few ledges and sills, few beams and other similar dust collectors. Steel frame elevators are still being built, but it requires only a brief glance into one of them and a look at the maze of beams and girders, with their convenient angles for dust collecting to realize this danger.—James Stewart & Company, Inc., W. R. Sinks, Mgr., Chicago.

ROUMANIA'S WINTER WHEAT acreage is 6,543,000 acres, or 99.3% of the 1920 acreage, according to a cable report received by the Bureau of Crop Estimates from The International Institute of Agriculture, Rome, on March 29.

Confer Again on Exchange Legislation.

On the afternoon of April 4 representatives of the grain exchanges held a conference in the Chicago Board of Trade bldg. on the activities of the farmers organizations and their admission to membership in the exchanges.

On Apr. 2 the advisory com'te of the Chicago Board of Trade held a meeting to consider the private wire business, and their restriction to the larger towns, as well as short selling and trading in indemnities.

Coming Conventions.

Every merchant owes some of his time to the upbuilding of the business in which he is engaged. By raising the grain trade to a higher plane, much waste is eliminated, efficiency is increased and profits are made more certain.

Apr. 20, 21, 22. The Western Grain Dealers Ass'n at Cedar Rapids, Ia.

Aug. 26. The Michigan Hay & Grain Ass'n at Detroit, Mich.

Apr. 27, 28. Missouri Grain Dealers Ass'n at St. Louis, Mo.

May 10, 11. Illinois Grain Dealers Ass'n Peoria, Ill.

May 16. The Panhandle Grain Dealers Ass'n at Amarillo, Tex.

May 18, 19. Oklahoma Grain Dealers Ass'n at Skirvin Hotel, Oklahoma City, Okla.

May 24, 26. Kansas Grain Dealers Ass'n, at Kansas City, Mo.

June 20, '21. Southern Seedsmen's Ass'n at Memphis, Tenn.

June 22, 23—Ohio Grain Dealers Ass'n at Toledo, O.

June 22, 23, 24. Tri State Country Grain Shippers Ass'n, Minneapolis, Minn.

June 22, 23, 24. American Seed Trade Ass'n, St. Louis, Mo.

June 20, 21. Wholesale Grass Seed Dealers Ass'n, St. Louis, Mo.

Sept. 6, 7. National Hay Ass'n at Chicago, Ill.

Oct. 10, 11 and 12. Grain Dealers National Ass'n at Chicago, Ill.

Passenger agents of the western carriers in convention at Chicago, Ill., recently decided that concessions from the regular fare would be made for any organized movement of more than 350. It is probable that more such reductions will be made.

Shipper's Objection to Side Track Lease Sustained by Court.

The Supreme Court of Illinois on Feb. 15, 1921, decided in favor of Paul Kuhn & Co., who had gone into court to compel the Big Four Railroad to put in a side track to their elevator at Snyder, Ill.

Having a site owned by themselves next the right of way of the Cleveland, Cincinnati, Chicago & St. Louis Ry. at Snyder in Clark County, Kuhn & Co. chose to build their elevator close up to the railroad ground, so that the side track serving the house would be on the railroad's ground. In September, 1916, Kuhn agreed with the railroad company for a change in the existing side track and its extension to the elevator, at the expense of Kuhn.

After he built the elevator the railroad company presented to him for signature a form of side track agreement containing provisions by which the railway company could discontinue the use of the track and remove the same at its pleasure and by which he would assume liability for negligence of the railway company. Upon the refusal of Kuhn to execute the agreement the railway company refused to furnish the switch connection, and Kuhn applied to the Public Utilities Commission for an order requiring the railway company to furnish a connection with his elevator, as provided by section 45 of the act for the regulation of public utilities. (Laws of 1913, p. 460.)

The railway company answered the petition, admitting that application for the connection had been made by Kuhn; alleging that the negotiations were upon the understanding that the side-track agreement would be executed, and the railway company was willing to give Kuhn the use of the side-track and carry out its agreement upon the execution of the side-track agreement; denying that Kuhn was entitled to a side-track connection upon other or different terms than the railway company conceded to other patrons, and denying the jurisdiction of the commission to give Kuhn the connection, because it would be for a private use and would be taking private property for a private use without due process of law and in violation of the fourteenth amendment to the Federal constitution.

The commission heard evidence and ordered the connection made, and the railway company appealed to the circuit court of Sangamon county, where the order was affirmed, and this further appeal was prosecuted.

The Supreme Court of Illinois said: The only real difference between the parties arises from the refusal of Kuhn to execute the contract containing provisions to which he objected. In the draft of the contract presented to Kuhn, the railway company was designated as first party, and Paul Kuhn, sole owner and doing business under the name of Paul Kuhn & Co., as second party, and the provisions objected to are as follows:

"(6) That the first party, its successors and assigns, shall have the right, at any time after sixty (60) days' notice in writing to the second party, to discontinue use of said track and extension and remove all of same, and the second party shall, upon presentation of bill therefor, pay to the first party the cost of the removal of the extension belonging to the second party."

"(8) The second party hereby indemnifies and agrees to save harmless the first party from any loss, damage or injury by fire originating in or from the use of said track and extension or any connecting track and affecting the property or person of anyone upon the premises served by said track and extension.

Concerning this difference, it is contended that Kuhn was not in a position to invoke the action of the commission to compel the railway company to furnish him a side track because of his negotiations with the railway company, and it is clear that that position cannot be maintained.

The statute gave Kuhn a right to the connection upon conditions which existed and about which there was no controversy. The relocation of the switch track was reasonably practicable, and it could be installed without materially increasing the hazard of the operation of the railroad. The business which might reasonably be expected to be received over the connection was sufficient to justify making the connection, and Kuhn agreed to pay the entire

expense of the location of the track. There was no element of estoppel against Kuhn, but, on the contrary, he was induced to erect his elevator upon a reasonable expectation of the connection.

Having the right to the connection there was no consideration whatever for any agreement on his part to bargain away in advance the rights which the law gave him, and if he had made an agreement as claimed it could not be enforced. Kuhn testified that he had no knowledge whatever of the contents of the standard form of side-track contract when he made application for the switch track, and he cannot be required to waive rights given him by the law or assume liabilities not imposed upon him by the law because other patrons of the railway were willing to waive their rights or assume the liabilities provided in the contract.

A railway company cannot refuse to perform the duty enjoined upon it by the statute or to annex any other condition than is therein provided. The provisions of the contract objected to by Kuhn authorized the railway company, upon 60 days' notice, to terminate the connection, discontinue the use of the track and remove the same on its own volition without fault or default of Kuhn, and he was also required to indemnify and save harmless the railway company from any loss, damage or injury by fire although due to the negligence of the railway company. He could not be required to execute such a contract in order to obtain the right secured to him by the statute.

The judgment is affirmed.—129 N. E. Rep. 869.

Wm. R. Bach of Bloomington, attorney of the Illinois Grain Dealers Ass'n, represented Kuhn & Co. in this suit.

Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

Pa. 535965 going east passed thru Remington, Ind., on Apr. 8, leaking oats badly at the side door.—Farmers Co-op. Co.

M. L. & T. 35231 leaking grain was repaired at Holdrege, Neb., on April 2.—Holdrege Equity Exchange.

C. B. & Q. 100343 passed thru Chester, Neb., eastbound on April 2 leaking mixed corn along the side.—Brown Lumber Co.

C. M. & St. P. 203631 passed thru Monona, Ia., on March 28 leaking oats around a broken door post. It would seem to me that the shipper is partly to blame in loading car that was unfit for grain when cars are as plentiful as they are now. This car was bulged at the sides and at both ends. The siding was loose and the door post was broken.—C. L. Taylor, Gilchrist & Co.

I. C. 36053, loaded with corn from George, Ia., was badly burned; I. C. 37347, with corn from Archer, Ia., had roof burned off one end; Wabash 80120, with corn, was burned down to grain line; and R. I. 58551, mixed corn; I. C. 37121, yellow corn, and R. I. 57867, yellow corn, were damaged, on the night of Mar. 19 in the explosion and fire which followed at the Northwestern Elevator, South Chicago, Ill.

COAL TRADE PRACTICES will have to be changed if the indictments found by the federal grand jury at Indianapolis, Ind., hold good. One of the fundamental principles has been that mine operators and wholesalers could not sell consumers direct. The indictment charges that "these several defendants in concert among themselves refused to sell or ship coal direct to consumers at such places whenever and wherever the local coal dealers objected to such direct sales and shipment, and whenever and wherever local dealers in coal requested or demanded of any of these defendants that they would only sell and ship coal to the dealers of a particular locality, rather than direct to the consumers in such locality, said defendants then and there in concert refused to sell or ship any of their coal directly to such consumers."

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

Keep on Knocking the High Freight Rates.

Grain Dealers Journal: Please keep on knocking the high freight rates. They must come down or the little fellow will have to take a back seat.—Garland Elevator Co., per S. J. Harned, mgr., Garland, Ia.

The Use of Weevil Exterminator Reduces Grade.

Grain Dealers Journal: Different disinfectants are being used in the eradication of live weevil in grain. I would suggest that parties using same should be very careful. A few months ago I examined two or three cars of wheat arriving in this market that had been treated for weevil with an odorous preparation that left the wheat discolored; also with an oily, greasy odor, causing same to grade sample.

It is my understanding that there was some such preparation manufactured in this city, but cannot say that it is being done at this time.

Carbon bi-sulphide is the only disinfectant used in this market, which insofar as I know, does not affect the grain or cause deterioration in grade.—Yours truly, M. C. Fears, Chief Inspector, Kansas City, Mo.

Dividends Can Be Paid Only From Net Profits.

Grain Dealers Journal: The recent General Assembly of Indiana enacted a number of good laws and so far it is believed, but few laws were enacted that are not wholesome.

One bill, S. B. 81, introduced by Senator Hill of Rush County strikes at a very common evil and practice that has cost many men lots of money and developed such distrust of legitimate matters as to be highly injurious. The measure is designed to prevent corporations paying dividends out of anything but *net profits*, while heretofore promoters of wild cat stocks, cooperative companies, etc., have paid dividends out of borrowed money or proceeds of stock sales. The laws of this state have always been violated by such practice, but there have been no provisions for their enforcement, so this bill introduced by Senator Hill and enacted by a generous majority will become effective shortly. It reads as follows:

An act prohibiting persons, firms, companies, corporations or associations from paying dividends out of funds received for the sale of stock.

Sec. 1. Be it enacted by the general assembly of the State of Indiana, That it shall be unlawful for any person, firm, company, corporation or association, except while in the process of dissolution, to declare or pay any dividends on any stock issued by, such person, firm, company, corporation or association out of any funds derived from the sale of stock, or out of any other funds, belonging to such person, firm, company, corporation or association, except actual net earnings, surplus or undivided profits.

Sec. 2. Any such person, member of a firm or company, or director of such corporation or association who shall vote for or assent to the payment of any such dividends to any such person above referred to, out of any other funds except actual net earnings, surplus or undivided profits shall be personally liable for twice the total amount of such dividends and also for a reasonable attorney fee for recovering the sum, which suit may be brought by the State of Indiana, on the relation of the prosecut-

ing attorney or on the relation of any person financially interested in said matter.

Sec. 3. Any person, firm, company, corporation or association or any director, trustee or officer thereof, who shall violate any of the provisions of this act shall be deemed guilty of a misdemeanor and upon conviction thereof shall be fined in any sum not less than two hundred dollars (\$200) and not more than five thousand dollars (\$5,000). (Approved March 10, 1921.)—Very truly, C. B. Riley, Indianapolis.

Wants "Inspection Allowed" Before Payment of Draft.

Grain Dealers Journal: Referring to your editorial paragraph at the lower right-hand corner of page 493 March 25th number relative to allowing inspection on grain. We usually agree with your stuff, but in this instance we think you are entirely wrong. We believe that all grain should be sold "*Inspection allowed*." If terms of sale are properly written up when a sale is made the fact that a buyer is dissatisfied with the appearance of the grain does not alter the standing of the contract. There are just as many shippers willing to take advantage as there are buyers, and it will be a happy day in the grain trade when the Golden Rule is applied on both ends.

We do not wish to infer that some buyers will not lay down on a car of grain because they do not like the looks of it. Judging by the many reports of altered official certificates which some good kind shippers have been foisting on the buying trade, it would indicate very clearly that some shippers also require attention. We do not wish to go into the merits of the relative integrity of buyers and shippers, but we do contend most emphatically that a buyer of a high-priced commodity has a right to see what is in the car before he pays for it.

Our belief is that "*Allow Inspection*" does not mean that the buyer has a right to call a re-inspection on the property, for the purpose of having the re-inspection alter the original contract. It merely means that he himself or his employe had a right to pry open the car door and see if the car contains at least the kind of grain purchased. We have been on this market a long time and have seen some funny things caused by mistakes made at points of loading, and it is not right to force a buyer to pay out his good money and wait for an adjustment when an unintentional and foolish error has been made by the employees of some shipper.

We remember very plainly two cases within the last few years. In one case a car of oats was purchased and duly invoiced as oats. The shipper also sent an Inspection certificate reading oats, whereas the car itself contained very nice No. 2 white corn. In another instance one of our buyers who operates a small corn mill about 50 miles from Atlanta had a car supposed to contain corn and carrying an Inspection certificate reading corn arrive at his mill containing wheat. In both of these instances the mistake was very much in favor of the buyer, but let it be said to their credit that they apprised the shippers at once of the mistakes.

There is no use trying to force an honest man to pay his money for a pig in a poke, and it is mighty hard for us to understand why any honorable shipper, who is willing to back up his own business transactions is unwilling to allow his customers even to look at the goods before they pay for them.

We think the argument advanced by you is based on the fact that you have in the recent past received a great many complaints about buyers laying down on their contracts on flimsy excuses. We are on the buying end down here and find that when the markets take a sudden jump instead of going down it is frequently the shipper who has a flimsy excuse for either non-shipment or the shipment of an inferior quality.

We are in no way referring to the high grade element in the grain trade either on

the receiving or shipping end, but we must repeat that we do not believe that the average shipper has any more trouble getting his shirt on over his wings when he gets up in the morning than has the average buyer.—Yours truly, Joseph Gregg & Son, Atlanta, Ga.

The Best Policy for Country Elevator Operators.

Grain Dealers Journal: It seems that many country dealers have adopted a policy that will not only prove unprofitable to themselves, but also affects adversely the other dealers in their territory who are trying to run their business in a conservative manner.

They have the idea that the volume of business is the one essential to success in operating a country elevator at present. Many of these men drifted into the trade during the war and in spite of themselves made good profits until last year, when they finally learned the sad lesson that buying grain and holding same unprotected does not always result in large profits. Now they have switched to the idea of handling all the business for miles around.

Far be it from the writer to attempt to discourage anyone working to increase the amount of business of a firm or individual; but in the country elevator there are several things that must be considered when it comes to increasing the number of bushels of grain that will come to your elevator.

The territory lines between towns are practically determined by the distance in hauling, and to induce a farmer to haul his grain even half a mile farther can only be accomplished by paying more than the neighboring dealers. This secures the enmity of these dealers, and they retaliate whenever possible, with the result that soon both towns are buying grain on too narrow a margin to show any profit in handling.

The dealer who started this branching out into foreign territory has not increased the volume of his business materially and has reduced the profit on all the grain he handles.

Many of these dealers also attempt to gain the "Lion's share" of their own town's business by the same methods. Somehow they figure that if they get practically all the business of a station that they can reduce their margin per bushel to practically nothing.

Like the passengers of the train which was carrying the hero of Julius Verne's story, "Around the World in Eighty Days," across this country; when the train halted at a bridge rendered unsafe by heavy rains reasoned that by backing up and getting a running start, the momentum and speed of the train would carry them safely across the stream. The enthusiasts carried the argument so far that they claimed, that if enough speed was gained and the chasm not too wide, a train could safely pass over a stream from which the bridge spanning same had been washed away.

Though all the grain of a county be handled thru one elevator there are certain fixed charges, which are the same per bushel if 50,000 bu. yearly be handled or if a million bushels go thru your plant. As the net profits of the business depend on the net margin per bushel above all operating costs, it is evident that these costs should be carefully determined, as they are practically the same, on a bushel basis regardless of volume. Consider the following:

Fuel—Insurance on stock—Exchange on drafts—Interest on working capital, and on drafts—Lubrication—Wear and tear on machinery—Commission fees—Freight charges—War tax—Shrinkage—Minor terminal charges, weighing, inspection, condition reports, etc.

The writer shall not attempt to work out a table on these items, as some of the items named will depend upon local conditions. After paying war tax charges for several years, quite a few dealers do not realize that war tax charges alone run from ¼ to ¾c per

bu., depending upon distance of the destination market. The shrinkage calculated at $\frac{1}{2}$ of 1%, which is a fair estimate, and considering corn and oats selling at a cent a pound, figures about $\frac{1}{16}$ per bu. on oats and $\frac{1}{8}$ per bu. on corn.

The other expenses incidental to running a country elevator will be reduced by increasing the volume of business. Some of them materially. Let me state, however, there is a wide gap between the net profits of handling 200,000 bu. yearly on a 4c per bu. buying margin, and handling 400,000 bu. on a 2c margin, in favor of the first plan.

A live, and let live policy will solve the problem of the country grain dealer. The days of large profits, secured account of abnormal conditions are over, and the time is here for conducting the grain business on business principles. Demanding as grain dealers a margin of safety, which will allow a reasonable recompense on the capital and labor invested. We in turn not forgetting our farmer patrons, but seeking to give them prompt and careful service in handling the grain they deliver to us; in keeping a market price before them every day of the year on these commodities; by honest weights and by courteous and fair treatment to all.—Yours truly, Bear and Grussing, per. Otis J. Bear, Royal, Ill.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Who Originated This Proposal?

Grain Dealers Journal: Who was the fellow that proposed to store the farmer's grain and advance him 50c to 75c on corn, \$1.00 to \$1.50 on wheat, ship it out and buy futures for a hedge as the market was "sure to go up." Don't all speak at once, as the honors cannot be divided many times. Yours truly.—W. R. Rock, Oto, Ia.

Destination Value on Export Shipment?

Grain Dealers Journal: We have a claim against the B. & O. for shortage on an export shipment of wheat. The claim department insists that the McCaull-Dinsmore decision requiring them to settle on destination value is not applicable, alleging it applies only on domestic shipments. The claim department insists on settling our shortage on the export shipment on basis of the market value at loading point on day shipment was made.

The B/L was marked "for export" and the destination named was Baltimore. Are we entitled to settlement on Basis value at Baltimore destination?

Does the McCaull-Dinsmore decision apply on a shipment consigned for sale or a shipment made to apply on a sale already made?—E. T. Custenborder & Co., Sidney, O.

Ans. The McCaull-Dinsmore decision covers shipments consigned for sale and shipments made to apply on a sale already made.

The settlement on destination value applies to export shipments when these are to such adjacent countries as Canada and Mexico. It does not apply to shipments to countries not adjacent.

The Cummins amendment as incorporated into Paragraph 11 of Sec. 20 of the Interstate Commerce Act applies to "Any common carrier receiving property for transportation from a point in one state or territory or the District of Columbia to a point in another state or territory, or from any point in the United States to a point in an adjacent foreign country."

The McCaull-Dinsmore decision does not apply to intrastate shipments. On these the conditions of the Uniform B/L govern as well as on shipments to non-adjacent foreign countries, under Sec. 3. "The amount of any loss or damage for which any carrier is liable shall be computed on the basis of the value of the property at the place and time of shipment, including the freight charges, if paid."

Settlement must be made on Baltimore destination value, as the naming of Baltimore on the B/L nullifies the notation "for export." The carrier has completed its contract at Baltimore and its liability ends at that point.

Rates and Receipt for Storage.

Grain Dealers Journal: We have a small, modern concrete elevator of 25,000 bus. capacity, containing fifteen bins, holding from 750 to 3,250 bushels each. We are now having some inquiries from several parties who have from 1,000 to 5,000 bushels of grain they wish stored. We presume we must take care of this, keep it in good condition and deliver it to them as wanted, but have had no experience in this line would like to know if there is a form of any kind covering such a contract and what are the prevailing rates or charges for such service.

We would like to learn thru the columns of the Journal from other dealers what form is best to use and what are their rates for storage.—Young-Sweetser Co.

Can Buyer Refuse Misrouted Car?

Grain Dealers Journal: Some time ago we shipped a car of oats to Little Rock, Ark.; the car was misrouted by the originating carrier, and we arrived at Little Rock so that the tonnage would be of no value to the consignee. He refuses to accept car now, altho the originating carrier has acknowledged that the car was misrouted, and have corrected this error. Is he now compelled to accept the car on contract, or can he rightfully refuse the shipment?—Southern Kansas Grain Co., Coffeyville, Kan.

Ans. Buyer's position is not well taken, unless he can show he suffered some loss by the misrouting in the way of a delay that prevented handling of the car by him in contract time.

Even when the shipper himself made the error the buyer under some conditions must accept. This was the recent ruling of Arbitration Com'ite No. 5 of the Grain Dealers National Ass'n in the case of Geo. A. Adams Grain Co., Kansas City, Mo., v. Pickerell & Craig Co., of Louisville, Ky., published on page 611 of this number, involving error in billing, and the shipper had the papers corrected.

If sold f. o. b. Coffeyville the subsequent misrouting was a matter for the buyer to take up with the carrier. If sold delivered Little Rock and shipper had the billing corrected to give buyer all the tonnage privileges he would have had under correct routing within the contract time, buyer has no grounds for refusing.

Inspection in Transit.

Grain Dealers Journal: We have shipped a number of cars of wheat to Galveston, Tex., for export and had same inspected in transit at Ogden, Utah, by the Ogden Grain Exchange which is in charge of Walter Morgan, a licensed inspector.

For an illustration, on Sept. 2 we had a car, No. C. N. 84834, inspected at Ogden with the following inspections: No. 2 hard winter, dockage none, test weight 58-, moisture 9-4. At Galveston the inspection showed the grade on said car to be No. 4 hard winter wheat, testing 58-2 rye 4%. The party to whom we shipped this wheat makes account sales to us on basis No. 4 hard wheat but owing to the fact that he did not notify us of the grading on said car and that we did not call for reinspection we feel that we are entitled to the grading by the Ogden Exchange.

We wish the Journal would answer us thru its columns what would be a proper basis of settlement.—Utah-Idaho Brokerage Co., Salt Lake City, Utah.

Ans. A buyer is under no obligation to call reinspection for the benefit of the shipper. This has always been true and recently has been

reaffirmed by the Arbitration Com'ite of the Grain Dealers National Ass'n.

If this car was shipped on consignment to be sold by a commission merchant, the latter could not be expected to call for reinspection or appeal unless he had information that the shipper expected the car to grade higher, or his own examination of the sample led him to believe the grade was on the line.

Unless Ogden inspection was specified in the contract the seller could not compel the buyer to settle on Ogden inspection.

Leak from Transferred Car?

Grain Dealers Journal: Some months ago we bought a car of wheat at Grant, Kan., on the Salina Northern Railroad to be shipped to Galveston, Tex. Grant, Kan., is a non-agency station. The car was loaded by the shipper after placing the grain doors in the car, and was sealed by him after the loading was completed with seals furnished by the Salina Northern Railroad. The grain doors were furnished by the Salina Northern Railroad, and were of the regulation type.

The conductor on the train picking the car up at Grant discovered the car leaking and set the car out at Gorton, Kan., 19 miles distance from Grant. The railroad had the wheat transferred thru an elevator and reloaded into another car which was forwarded to Galveston and found to be leaking on arrival at destination. The Salina Northern have declined to pay the claim stating that it was shippers negligence in not properly fitting the grain doors in the car, so as to prevent leaking.

What have been the decisions on such cases?—J. W. Holloway, traffic mgr., Weber Flour Mills Corporation, Salina, Kan.

Ans. The railroad company must pay this claim unless it can prove that the shipper was negligent in fitting the grain doors. The railroad can not prove this fact, so that this resolves itself into an ordinary case of shortage for which the carrier by all the decisions is liable.

The doors may have been put in right by the shipper; but rough handling in the train might have loosened the boards, so that when the car came under the observation of the conductor it had been leaking for some time, or some miles back. Of course, the conductor will not testify that the car was leaking before he hooked on to it.

The Salina Northern Railroad is liable for the leak after transfer, even to destination, as well as for the loss prior to transfer.

If the agent or conductor wrote in on the B/L "shipper's load and count" the case comes under Sec. 21 of the Pomerene Bill of Lading Law, containing a clause that in such case "The carrier shall not be liable for damages caused by improper loading." But here again the burden of proof is on the carrier to prove the grain doors were not properly fitted. Moreover, the agent could not write "shipper's load and count" on the B/L if shipper had adequate facilities for weighing available to the carrier by which the carrier could ascertain the weight after a reasonable opportunity and after written request, from shipper, to do so.

NO EXPORT DEMAND for corn at present. Our information leads to the belief that foreigners will not be in the market or new business again be possible for a considerable period of time. Exporters are using every effort to dispose of present holdings, either here or abroad at substantial concessions, with disappointing results. Premiums for western shipments are being lowered, and are based on the domestic demand alone, there being no export bids anywhere near the domestic basis.—L. W. Forbell & Co.

THE COMBINATION of the Bureau of Markets and the Bureau of Crop Estimates of the U. S. Dept. of Agriculture which will become effective July 1 will be known as the Bureau of Markets and Crop Estimates. The combined department is to be under the direction of George Livingston, who has directed the Bureau of Markets since Chas. J. Brand retired a few years ago, as Chief. Leon M. Estabrook, head of the Bureau of Crop Estimates since 1913, transferred to the Bureau of Markets April 1, will make a study of that Bureau with a view of combining the work. Mr. Estabrook will be an associate chief of the new Bureau when formed and is now acting as an associate chief of the Bureau of Markets.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

CALIFORNIA.

Athlone, Cal., Apr. 3.—Grain crops splendid in this section.—E. T. Cunningham & Hayes Bros.

COLORADO.

Paoli, Colo., Mar. 25.—Growing wheat in this section needs moisture.—E. A. Carpenter.

Paoli, Colo., Mar. 25.—Wheat is pretty well in. Considerable corn still remains in the hands of the farmer. The growing wheat is as far along this year as ever.—C. E. Gauen.

Longmont, Colo., Apr. 4.—Condition of the growing grain is not very favorable on account of the dry weather. It is too dry at present for plowing.—V. H. Hamilton, mgr., Farmers Union.

Loveland, Colo., Apr. 5.—Late sown winter wheat is not yet showing up. It has been very dry here and March was hard on the crop. Early sowing looks good.—Loveland Elevator, per Lucas Brandt.

Haxtun, Colo., Mar. 25.—The high winds we have been having are hard on the growing wheat. It is doubtful if there will be as large a corn acreage this year as there was last year.—L. F. Yowell.

Fleming, Colo., Mar. 25.—Conditions of the growing crop are not as favorable as they should be. Corn stalk wheat needs rain. Summer fallowed wheat in good condition. A large wheat acreage in this section. A good rain would result in a bigger crop than last year. Some spring wheat is being sown.—G. S. Bickel.

Haxtun, Colo., Mar. 25.—Prospects of a large wheat crop thru this section are the poorest I have seen in several years on account of the deficiency of moisture and the high winds. There has not been a good rain in this section for the past 8 months. The corn acreage will be reduced on account of the low prices and indications are that a large acreage will be left idle this year.—Paul Beckman, mgr. Farmers Grain & Trading Co.

Denver, Colo., Apr. 8.—Prospects for a large wheat crop are very good. The acreage is about the same as last year, in fact in some sections it has increased. Colorado ranked very close to Oklahoma in wheat production last year. Ordinarily Colorado is not considered much of a grain growing state, but there is every indication that this year's crop will equal that of last year. There is sufficient moisture at present. In the dry farming sections some damage has been caused by the high winds. There is no green bug here and the hessian fly has not got this far west.—C. E. Williams, pres. of the Denver Grain Exchange.

CONNECTICUT.

Saybrook, Conn., Mar. 30.—Outlook is fine for a good crop. The recent frost was not bad enough to do harm. The ground was benefited much by the delayed snowstorm of a few weeks ago.—James H. Day.

ILLINOIS.

Chatsworth, Ill., Apr. 5.—Oats all sowed here and looking fine. Some oats sown before the freeze were damaged some but are coming up thick again and will not have to be resown. About fifty per cent more spring wheat sown this year than last and looks fine.—Kohler Bros. Grain Co., Clair Kohler, Mgr.

Springfield, Ill., Apr. 6.—Conditions have been favorable during the past week for the seeding operations. The recent freeze damaged wheat, oats, clover, alfalfa, and pastures. In the southern counties, wheat was permanently damaged where it had reached the jointing stage. The oats were frozen back. Some farmers think the plants will grow out from the roots; others are replanting.—Clarence J. Root, meteorologist, U. S. Dept. of Agriculture.

Springfield, Ill., Apr. 4.—Condition of winter wheat was almost perfect when the freezing weather struck. In some areas the top growth was touched in spots. It does not appear that any root damage occurred in any part of the state. The pruning of the top growth while

setting back the growth of the wheat somewhat may be rather a benefit in the long run than an injury. Rye was not hurt appreciably.—S. D. Fessenden, statistician, Bureau of Crop Estimates.

Chicago, Ill., Apr. 9.—Thruout the southern area the forage crops are in good to excellent condition with the exception of slight frost damage to the clovers in Missouri and Oklahoma. Alfalfa in part of Mississippi will be ready in ten days for the first cutting. Oats are looking good, but in most instances, the acreage has been somewhat decreased. Wheat looks good to extra good on a medium to small acreage. With the exception of a small amount of corn in the southernmost parts of the southern states, which is up and growing nicely, very little corn has been planted; in Oklahoma small parcels have been injured by frost. Very little cotton has been planted and reports indicate a reduction of acreage to the extent of 50%. This section of the country is reported as showing greater activities in the production of feed and food stuffs than ever before, owing to the difficulty of obtaining loans for producing the more specialized crops and purchasing feedstuffs from the north and west.—F. Baackes, vice-pres. American Steel & Wire Co.

Chicago, Ill., April 1.—Condition of winter wheat is 91.7 against 77.1 last year and 87.9 last December. The favorable character of the winter is shown by an improvement of almost 4 points since December 1, against an average decline for this period during the past ten years of about 5 points. Ample moisture is present at the beginning of spring growth in almost every wheat growing district and the percentage of winter killing has rarely been smaller. Insect life is unusually present and has developed early. Hessian fly is frequently reported from Ohio to Kansas, with the green bug very noticeable in Oklahoma and Texas and scattering reported in Kansas and Missouri. The Department of Agriculture makes its April forecast upon the basis of an average of winter killing and upon that basis the present condition, reported before the recent experience of low temperatures, would indicate about 630,000,000 bushels. Winter killing, however, is decidedly below average, a fact which will necessarily modify this forecast.—Snow-Bartlett Frazier Crop Report.

INDIANA.

Portland, Ind., Apr. 1.—Wheat and grass are looking pretty good. Not many oats have been sown yet.—Portland Equity Exchange.

Evansville, Ind., Apr. 7.—Damage to the wheat by the recent heavy frost and freezing weather in southern Indiana was more serious than at first estimated, according to reports from Petersburg and other towns in southern Indiana. The wheat was far advanced for this time of the year owing to the warm weather that prevailed for several weeks. Some of the fields were high enough to cover a rabbit. Much of the wheat in this section was jointing when the freeze came.—C.

IOWA.

Massena, Ia., Apr. 1.—Crop is not far enough along for comment.—Massena Grain Co., C. B. Paulson, mgr.

Spalding, Ia., Apr. 4.—It is very dry and the spring is much in advance of the average year.—George Burdette, mgr. Spalding Co-op. Co.

Sioux City, Ia., Apr. 6.—Seeding conditions during the month of March have been unusually favorable and while there is no cause for alarm at the present time, we are needing rain.—Sioux City Grain Co.

KANSAS.

Hugoton, Kan., Apr. 1.—Wheat is fine but needs rain.—Hugoton Equity Exchange.

Brownspur, Kan., Apr. 1.—Wheat is looking fine. Will need moisture soon.—W. H. Snell, mgr. Farmers Elevator Co.

Delavan, Kan., Apr. 6.—Crop conditions are very good as we had a good rain in time for oats and wheat.—R. P. Hughes.

Washington, Kan., Apr. 7.—We just had a fine rain and the growing crops were never in better shape.—I. E. Woolman.

Hugoton, Kan., Apr. 5.—No frost damage to speak of in this section and had two inches rain fall over this section which puts the wheat in first class condition.—H. B. Wheaton Grain Co., H. B. Wheaton.

MICHIGAN.

Lansing, Mich., Apr. 7.—Were it not for the Hessian fly last fall the condition of winter

wheat at this time would be close to 100% normal thruout most of the state. Mild weather and early spring have caused an unusually early growth of fall sown grains, and the fields are as green now as they usually are on May 1. Plowing is general, and the seeding of oats and barley is making rapid progress. Farm labor conditions are distinctly different than one year ago. Notwithstanding that the ground has been bare during much of the winter, damage to wheat by winter-killing is very slight and confined to small areas. Principal damage was caused by the fly last fall and extends over much of the lower peninsula, particularly the southern and western districts and as far northward as the Straits of Mackinaw. The extent of the injury cannot be forecasted at this time. The condition of the crop is 90% of normal, which is 1% higher than estimated on Dec. 1.—Verne H. Church, Agri. Statistician.

MINNESOTA.

Mapleton, Minn., Apr. 3.—Farmers of Blue Earth county are practically thru seeding wheat.—T. B. Taylor.

Avoca, Minn., Apr. 7.—Farm work is just starting. Ground is in good shape.—P. F. Kinney, mgr. Farmers Elevator Co.

Hazel Run, Minn., Mar. 27.—Looks like an early spring with some seeding done and the ground in good shape.—Hazel Run Produce Co.

Minneapolis, Minn., Apr. 6.—The rain and snow of the past 10 days have produced sufficient moisture and the ground is in good condition for spring work. General seeding started in South Dakota and southern Minnesota about the first of March. In some districts of South Dakota, practically all the wheat and about one-half the coarse grain has been sown. So far very little seeding has been done in North Dakota or Montana. It is too early to give an accurate estimate of the acreage of the Northwest for this season. However, the wheat acreage will not differ much from that of last year. There is a general disappointment among the farmers on account of the low prices of all grains. Last year the cost of raising grain was so high, that many farmers lost money. This year, especially in western North Dakota and Montana, where crops have been poor for several seasons, the acreage will probably be somewhat reduced. Some farmers in these districts are without funds to buy seed, while others expect to put in an acreage that can be handled without any outside help. South Dakota authorities predict a reduced corn acreage for that state.—Van Dusen Harrington Co.

MISSOURI.

Brunswick, Mo., Apr. 1.—New crop looks fine. A large oats acreage has been sown.—R. L. Carter, Farmers Co-op. Ass'n.

MONTANA.

Charlo, Mont., Apr. 4.—Spring work is pretty well started. Winter wheat is looking better than usual at this time of the year with about the normal acreage in. Soil conditions are excellent with plenty of moisture to give the spring crops a good start. There will be a short acreage of spring wheat put in this spring, due to the declining prices. Many of the farmers will summer fallow the ground for sowing fall wheat.—C. O. Kreider, Agt., Montana Elevator Co.

NEBRASKA.

Kimball, Neb., Apr. 1.—Growing wheat in this section is fine. Some of the stubble wheat is not good.—George A. Ernst.

Merna, Neb., Apr. 5.—New wheat is looking fine. It has the best growth at this season of the year that has been seen for ten years. Ground is in excellent condition but is getting a little dry on top. Weather has been windy for two weeks.—Farmers Grain & Supply Co., L. E. Highland, mgr.

NORTH DAKOTA.

Bisbee, N. D.—Farmers in this section have sufficient seed to plant their wheat.—Farmers Elevator Co.

Goodrich, N. D., Mar. 28.—Wheat acreage will probably be reduced about 20%; oats 30%; barley 30% and rye 20%.—Goodrich Grain Co.

Berthold, N. D., Mar. 30.—It appears now that as the everyone in this section would get seed enough to sow the normal acreage.—W. E. Tucker.

Wimbledon, N. D., Apr. 4.—Wheat acreage will be increased about 15% in this territory.

—H. T. Morrow, mgr. Frazier Farmers Co-op. Elevator Co.

Crary, N. D., Apr. 5.—The acreage seeded to grain or to be seeded will not be as large as last year on account of scarcity of seed, lack of farm labor and the low prices.—H. A. Nicholson.

OHIO.

Arma, O., Apr. 7.—Outlook for new wheat crop good.—Arma Farmers Ex. Co., Roy E. Lacy, mgr.

OKLAHOMA.

Vera, Okla., Mar. 26.—Green bugs are destroying wheat in this section of the country. Vera Grain Co.

Lone Wolf, Okla., Apr. 2.—Grain is moving slowly at this time. Farmers have in mind to hold for May prices.—G. W. Kendrick.

Cherokee, Okla., Apr. 1.—Wheat acreage in our section is looking fine and no damage is reported from green bugs. During the past few days we have had some very severe freezing weather, but this has not damaged the wheat to any extent but in fact will be beneficial as it will hold the wheat back. Wheat was growing too rapidly and was in many cases becoming very rank.—R. E. Armstrong, mgr. The Cherokee Mills.

Government Crop Report.

Washington, D. C., Apr. 7.—The Crop Reporting Board of the Bureau of Crop Estimates makes the following estimates from reports of its correspondents and agents:

The average condition of winter wheat on April 1 was 91.0% of a normal, against 75.6 on Apr. 1, 1920, 99.8 on Apr. 1, 1919, and 83.6, the average condition for the past ten years on April 1. There was an increase in condition from Dec. 1, 1920, to Apr. 1, 1921, of 3.1 points, compared with an average decline in the past ten years of 4.8 points between these dates. Upon the assumption of average abandonment of acreage and average influences on the crop to harvest, condition Apr. 1 forecasts a production of about 621,000,000 bus., which compares with 577,763,000 bus., the estimated production in 1920, and 729,503,000 in 1919.

The average condition of rye on April 1 was 90.3 per cent of a normal, against 86.8 on April 1, 1920, 90.6 on April 1, 1919, and 88.4, the average condition for the past ten years on April 1.

Comparisons for winter wheat and rye states follow, condition figures representing per cent of normal:

States.	WINTER WHEAT.				RYE.			
	Condition.		Condition.		Condition.		Condition.	
	—April 1.		—April 1.		—April 1.		—April 1.	
	10-yr. av.	Dec. 1, 1920	10-yr. av.	Dec. 1, 1920	10-yr. av.	Dec. 1, 1920	10-yr. av.	Dec. 1, 1920
Vt.	84	94	95	99	84	94	95	99
Mass.	94	95	94	90	94	95	94	90
Conn.	94	93	93	95	94	93	93	95
N. Y.	96	88	98	93	94	90	95	95
N. J.	96	82	87	95	86	89	96	96
Penn.	97	88	87	93	97	90	89	94
Del.	97	82	86	93	95	83	88	92
Md.	95	83	86	89	93	84	88	90
Va.	92	83	90	82	92	82	90	85
W. Va.	92	76	88	85	93	86	89	85
N. C.	94	88	90	84	93	87	89	86
S. C.	87	85	86	86	86	83	87	86
Ga.	90	84	86	90	87	86	88	88
Ohio	87	68	82	81	91	82	86	87
Ind.	89	59	80	82	92	80	87	89
Ill.	96	67	80	86	94	85	89	91
Mich.	90	86	84	89	92	92	88	93
Wisc.	83	95	88	91	88	97	92	94
Minn.	88	92	87	95	88	90	88	94
Iowa	94	85	86	93	96	90	91	94
Mo.	93	70	84	90	93	78	88	91
N. D.	89	88	87	90	90	84	89	88
S. D.	89	88	87	90	90	84	89	88
Nebr.	93	84	84	90	92	90	90	90
Kan.	88	73	80	88	92	78	85	91
Ky.	95	62	84	84	95	74	87	91
Tenn.	94	66	83	80	93	75	85	84
Ala.	88	79	86	86	86	83	86	89
Miss.	90	82	85	85	90	84	88	88
Texas	88	75	80	89	88	77	76	83
Oklahoma	89	72	81	86	91	78	83	90
Ark.	91	76	86	89	92	84	88	90
Mont.	78	83	92	70	84	89	94	80
Wyo.	85	92	93	85	91	96	95	88
Colo.	85	75	90	87	90	75	89	85
N. M.	90	90	89	90	90	90	90	95
Ariz.	80	95	95	93	90	90	90	90
Utah	97	98	95	97	100	99	95	100
Nev.	93	94	97	90	90	90	90	98
Ida.	97	87	95	95	97	93	95	98
Wash.	100	73	90	97	98	82	94	98
Ore.	99	91	95	97	97	94	97	96
Cal.	93	91	89	95	90	90	90	96

U. S. 91.0 75.6 83.6 87.9 90.3 86.8 88.4 90.5

The condition of rye forecasts a production of approximately 66,386,000 bushels; last year's estimated production was 69,318,000 bushels; the 1919 crop 88,909,000, and the average of the preceding five years 59,933,000 bushels.

Oklahoma City, Okla., Apr. 1.—Owing to very mild weather winter wheat has made good growth. It was damaged slightly by green bugs, which were checked to some extent by a heavy snow fall Feb. 18th to 20th, affording sufficient moisture to insure rapid growth until the spring rains, the acreage being reported at 2,450,000. It is estimated the cotton crop will be reduced from 20% to 30%, compared with a year ago. This reduction will be reflected in the planting of other crops. The potato crop, both white and sweet, will exceed last season's acreage. Pastures are in good condition. Due to the recent cold wave, indications are that the fruit crop is ruined.—S. H. Johnson, v. p., C. R. I. & P.

SOUTH DAKOTA.

Meckling, S. D., Apr. 1.—Seeding is about done here and a large acreage has been put in.—Farmers Union Elevator.

TEXAS.

Floydada, Tex., Mar. 28.—Floyd County has 175,000 acres of winter wheat, probably 25,000 acres of spring wheat and with the best prospects in history. Floyd County land last season averaged 25 bus. per acre.—F. A. Abernathy.

Shamrock, Tex., Apr. 4.—Plenty of moisture now to start new crop off. A few farmers are letting part of their land lay this year, but enough new land being put in to off balance. Wheat acreage 20% larger than last year, and 100% condition.—Clark Grain Co.

Ft. Worth, Tex., Apr. 1.—In the Pan Handle the wheat acreage has been increased 20% over last year. It is estimated that the acreage of oats will be 65,600, rye 5,000 and barley 15,500. Weather conditions are good. In South Texas reports indicate a reduction in the rice acreage of 50%, compared with last season. It is also estimated that there will be a reduction of 25% to 40% in the cotton acreage compared with last season. Good rains over this section during the past thirty days have been very beneficial. The soil is in good condition, and farmers are actively preparing it. The corn acreage will be increased about 25% over last year.—S. H. Johnson, v. p., C. R. I. & P.

Ft. Worth, Tex., Mar. 27.—Information from members indicates a wheat acreage 110% and condition 90% or an increase of 10% over last year; oat acreage 122% or 22% increase over last year and oat condition 93%. Where the green bugs were first reported the parasitic wasp has appeared and is diminishing the green bug greatly and conditions are improved. Look for no further serious effects to the oat crop and the wheat has practically escaped damage. I think this applies to the wheat crop thruout the state, as reports from most every section show that crops are in fine condition. I think 90% is too low for the present condition of the wheat crop. A special appropriation has been made for the extermination of the grasshopper. At any time the grasshopper should appear in a community in volumes sufficient to injure any of the crops entomologists will be sent to exterminate them.—H. B. Dorsey.

WASHINGTON.

Davenport, Wash., Apr. 1.—Winter wheat looks fine and is past any possible frost damage. We have plenty of moisture to bring the

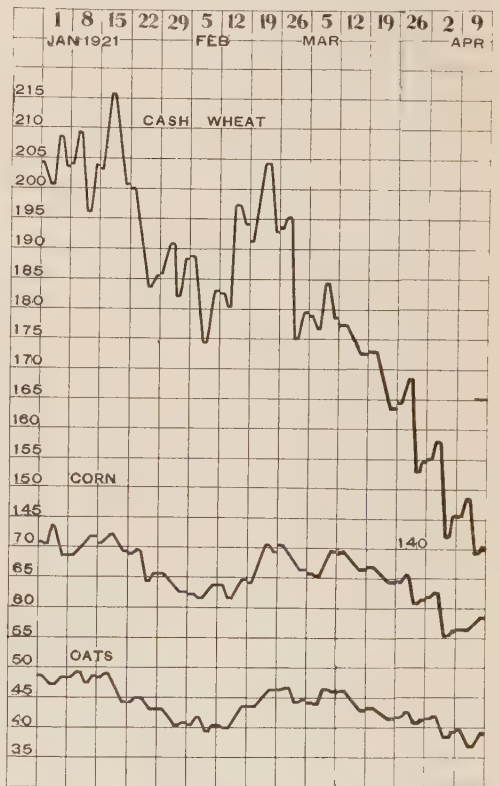
wheat along in nice shape.—Big Bend Milling Co.

WYOMING.

Cheyenne, Wyo., Apr. 1.—Colorado, southern Wyoming and western Nebraska have had a very beneficial rain, followed by about 6 inches of snow, which will be a boom to the growing wheat. Prior to this time farmers were complaining of dry weather and high winds which it was feared would damage the crop. Therefore, in spite of the great drop in temperature, the rain and snow was greatly welcomed. The six inches of snow melted rapidly, soaking into the ground. This has softened the crust, which has been retarding wheat growth. Winter wheat appears to be in very good condition, but is much later in this section than it is farther east. Harvest in this section of the country is looked for no earlier than usual.—E. C. G.

Cash Wheat, Corn and Oats Fluctuations from Jan. 1 to Apr. 9.

Opening, high, low and closing average prices of No. 2 red winter wheat, No. 2 mixed corn and No. 2 white oats at Chicago each week are given on the chart herewith. The daily average is used in charting; actual prices were made each week a few cents above or below the extreme charted.



Daily Closing Prices.

The daily closing prices of wheat, corn and oats for May delivery at the following markets for the past two weeks have been as follows:

	MAY WHEAT.									
	Mar. 26.	Mar. 28.	Mar. 29.	Mar. 30.	Mar. 31.	Apr. 1.	Apr. 2.	Apr. 4.	Apr. 5.	Apr. 6.
Chicago	141½	143½	143	140	138½	137½	138½	136½	136	136
Minneapolis	137½	138½	138½	134½	132½	128½	120	130	128½	129
Duluth	146	147	147	144	142	137½	138½	139	137½	137½
St. Louis	141	143½	143	139	137½	133½	136½	137½	137½	136
Kansas City	134½	136½	135½	132	131	127	129	130½	128½	127½
Winnipeg	178½	180½	181½	176	171½	165½	167½	167	166½	165½
Milwaukee	141½	143	143½	140	138½	137	135	138	136½	136
	MAY OATS.									
	Mar. 26.	Mar. 28.	Mar. 29.	Mar. 30.	Mar. 31.	Apr. 1.	Apr. 2.	Apr. 4.	Apr. 5.	Apr. 6.
Chicago	38½	38½	38½	37	37	37½	37½	37½	37½	37½
Kansas City	39½	39½	39½	37½	37½	36½	36½	36½	36½	36½
St. Louis	41½	41½	41½	39½	39½	38½	38½	38½	38½	38½
Minneapolis	35½	35½	35½	33½	33½	31½	31½	31½	31½	31½
Milwaukee	40½	40½	40½	39	38½	36½	37½	37½	37½	37½
Winnipeg	46½	46½	46½	42½	43	40½	41½	40½	42½	41½
	MAY CORN.									
	Mar. 26.	Mar. 28.	Mar. 29.	Mar. 30.	Mar. 31.	Apr. 1.	Apr. 2.	Apr. 4.	Apr. 5.	Apr. 6.
Chicago	61½	61½	61½	60½	59½	59½	59½	59½	59½	59½
Kansas City	56½	56½	56½	53½	52½	51½	51½	51½	51½	51½
St. Louis	63½	63½	63½	61½	60½	58½	58½	58½	58½	58½
Milwaukee	63½	64½	63½	61½	60½	59½	59½	59½	59½	59½

North Dakota's 1921 Acreage

Van Hook, N. D., Mar. 29.—Grain acreage will be reduced 40% in this locality.—Van Hook Grain Co.

New Salem, N. D., Mar. 24.—Seeding and acreage will be normal in this section.—New Salem Mercantile Co., Per F. G. H.

Fargo, N. D., Apr. 1.—North Dakota wheat acreage will show a decrease from last year of from 15% to 20%.—A. A. Lee, Harwood Grain Co.

Maddock, N. D., Mar. 29.—Wheat acreage will cut about 20% this season. A shortage of help and seed is the cause of the smaller acreage.—Maddock Grain Co.

Montpelier, N. D., Mar. 28.—Reports that North Dakota will reduce its wheat acreage this year are about correct. Conditions are bad.—Montpelier Farmers Elevator Co.

Hope, N. D., Mar. 28.—Acreage of all kinds of grain will be about the same as last year except fall rye which is only about 50% of the 1920 acreage.—Hope Farmers Grain Co.

Lisbon, N. D., Mar. 28.—Several of the farmers are talking of not seeding so much northern wheat and seeding more durum and rust proof varieties.—Farmers Elevator & Merc. Co.

Temvik, N. D., Mar. 29.—The way things look around here there is no question but what there will be as much wheat put in as in 1920.—Temvik Farmers Elevator Co., by M. J. Priidt, mgr.

Van Hook, N. D., Mar. 29.—Percentages based on last year's seedings follow: Wheat 70%; oats, 125%; barley, 100%, and flax, 10%.—Johnson-Westler Elevator Co., per G. V. Johnson.

Granville, N. D., Mar. 29.—Reductions in wheat acreage in this section will amount to 50% in wheat, 30% in rye and 20% in oats.—Granville Farmers Co-op. Elevator Co., Clyde Ridenour.

Crary, N. D., April 1.—We believe wheat acreage will be reduced from 20 to 30%. Acreage of oats and barley will be normal or possibly slightly increased.—Crary Farmers Elevator Co.

Wimbledon, N. D., Mar. 29.—The acreage devoted to wheat this season will be increased while the acreage devoted to flax and rye will be less.—Wimbledon Farmers Elevator, John Holden, mgr.

Woodworth, N. D., Mar. 28.—In this locality the acreage to be devoted to wheat and oats according to my estimation will be about normal while rye will decrease 20% and barley 20%.—F. M. Cook.

Buttville, N. D., Mar. 27.—Seed is plentiful in this locality as well as help for putting in the coming crop. Small grain acreage will be about the same as last year.—S. Bolstad, Buttville Farmers Elevator Co.

Buford, N. D., Mar. 27.—About 60% as much wheat will be sown as there was last year. There will be but little flax and rye but 20% more of oats and about the same of barley.—William Dishon, mgr. Farmers Grain & Merc. Co.

Bisbee, N. D., Mar. 28.—About the same number of acres will be seeded to grain in this locality. Help is plentiful. Every farmer has sufficient seed and many of them still hold a surplus to be marketed.—Farmers Elevator Co.

Venlo, Anselm P. O., N. D., Mar. 30.—A fair acreage will be sown in this section. About 90% of the 1920 acreage will be put to wheat this year. Of this amount 40% will be D-5, 20% will be durum and 40% will be marquis.—A. E. Carter.

Cavalier, N. D., Mar. 27.—Wheat acreage will be reduced very little in Pembina County, not to exceed 10%. Labor is plentiful and as a rule farmers have the necessary seed. Soil conditions are perfect.—Cavalier Milling Co., Andrew Robbie, mgr.

Fero, N. D., Mar. 28.—Wheat acreage will be about the same as last year. Fall rye perhaps 20% less will be made up with spring rye. No labor shortage here as very little extra help is used in the spring.—George A. Smith, mgr., Farmers Co-op. Ass'n.

Watford City, N. D., Mar. 30.—I believe there will be a larger acreage seeded in this territory than was seeded last year. The open winter has left the farmers in a far better condition than they were last year at this time.—Watford Grain Co., by D. L. Williams, mgr.

Henrick, Drayton P. O., N. D., Mar. 28.—There may be some reductions of wheat acreage around here as the farmers have sown an unusually large amount in the last four years on account of the war and the high prices. More coarse grain will be sown this year.—J. C. Stewart.

Ft. Clark, N. D., Apr. 1.—About ½ of the wheat will be sown this year. The farmer cannot make anything at these prices. Farmers will plant more feed and raise cattle and hogs. The farmer will get along better when he cuts out this wheat raising.—The G. B. Marlin Elevator.

Ray, N. D., Mar. 29.—Acreage sown to all grains this year will be less than 1920. The farmer is not in a position to hire help and there is a great deal of dissatisfaction on account of present prices and the unsettled condition of this state.—A. H. Maldes, mgr., Farmers Elevator Co.

Reynolds, N. D., Mar. 27.—Reports that farmers will reduce their acreage 50% this year is true. It is not because of lack of help but thru lost ambition to make money out of wheat raising. Their intention is to put in a very small crop of wheat and then go slowly.—D. J. Hennessy.

Tower City, N. D., Mar. 27.—This is an exceptionally well to do locality, yet the farmers tell me that help and lack of cash to buy seed will cut the acreage 25%. The territory 40 miles to the west of here where I came from recently will be off 75%.—H. R. Hill, mgr. Tower City Equity Elevator Co.

Hartland, N. D., Mar. 30.—There is talk of considerably reducing the acreage here. The farmers claim that it does not pay for them to plant more acres than they can take care of without hiring extra help. Can not state at this writing what the reduction will be.—J. L. Williams, mgr., Hartland Farmers Co-op. Elevator.

Ashley, N. D., Mar. 28.—Farmers of our locality will not seed over 50% of the 1920 acreage owing to the fact they are losing money on every acre they put in. The same condition will exist in America in another year or so as now exists in Russia, people will not farm unless they get paid for it.—Peoples Elevator Co.

Mohall, N. D., Apr. 4.—Wheat acreage in this section will be 60% less than in 1920 and acreage will decrease 75%. Acreage of oats and barley will increase. Farmers are in awful shape. Some that should have received federal aid were refused and will not seed anything. Some that could have pulled thru got the \$200.—E. G. Auth.

Voltaire, N. D., Mar. 28.—I look for a 40% reduction in wheat acreage. Help is plentiful but the men ask higher wages than the farmers can pay. The majority of the farmers in this vicinity raised their wheat at a heavy loss last year and many of them will not take a chance this year.—Ed Holt, mgr. Voltaire Farmers Elevator Co.

Crystal, N. D., Mar. 28.—Wheat acreage will undoubtedly be cut from 30 to 40%. During the recent high prices farmers planted ground hardly fit for wheat, to take advantage of the high prices. As prices are back to nearly normal they feel that unless they can get cheaper labor they will let part of their ground rest at least from wheat.—Farmers Elevator Co., P. J. Whelan, mgr.

Wabek, (Plaza, p. o.), N. D., Mar. 28.—Every business place has taxed itself beyond its finance to assist the farmers of this vicinity to put in a crop this spring. At the best we will not get over 65% of the land seeded. Conditions are very bad. There is not enough seed. Feed is short and the farmer has no money with which to buy it or pay other expenses.—F. E. Murphy, mgr. Wabek Farmers Elevator Co.

Emrick, N. D., Mar. 27.—Acreage of all grains will be materially reduced this year principally because of the prices paid farmers for their products compared with the prices they have to pay for the things they buy. There are hundreds of dead cattle and horses that are not skinned. The farmers seem to be going to try the example set by the manufacturers, i. e., quit producing.—Gulden Bros. & Clough.

Bathgate, N. D., Mar. 25.—No material reduction in the wheat acreage in this section this season. Barley acreage will be less than last year, while the acreage of oats will remain about the same. The reduction of wages of farm labor will greatly aid in bringing things to a normal basis. Indications point to plenty of help. We look for a normal condition by July 1.—J. O. Mahoney, mgr. Farmers Elevator Co.

Ypsilanti, N. D., Mar. 26.—Help in this section is easy to get. Acreage will be reduced principally because of the financial situation. Many farmers lost very heavily on the last crop and are financially unable to put in their usual acreage. Banks are making no loans to farmers. Acreage reduction in this section will probably be 25%. Some of the farmers feel that they are not being treated right.—Ypsilanti Farmers Elevator Co.

Kief, N. D., Mar. 28.—Wheat acreage will be reduced about 30% under last year and about 20% under the five year average. Corn acreage will increase 25% and the acreage of all other grains will be about the same as they were last year with the exception of the flax acreage which will be reduced 75%. Farmers will start field operations next week with a shortage of help and with horses in poor condition.—W. A. Bokovoy, Bokovoy Grain Co.

Newville, N. D., Apr. 1.—The acreage of wheat in this vicinity will be reduced about one-third, as near as I am able to ascertain. Some of the farmers are not able to get seed and feed, others feel that they have not had a square deal on the wheat deal this year and that it will be more profitable to seed less wheat and summer fallow their land. Oats will be about the same as last year, barley the same, rye fifty per cent less.—Newville Elevator Co.

Berwick, N. D., Mar. 28.—Wheat acreage will be reduced in our territory about 15 to 20%. Rye acreage we think will be about the same as last year. Oats and barley acreage will no doubt be some larger as many farmers are short and are unable to get seed wheat in some instances. Total acreage will probably be considerably less this year as the farmers are not going to hire much help and are going to put in what they can without help.—Arnold Bros. Elevator Co.

Pekin, N. D., Apr. 1.—Wheat acreage in this section will be about 80% of the 1920 acreage. Rye acreage is cut 50%. Help will be plentiful but farmers cannot afford to hire as everyone has lost money in amounts ranging from \$700 to \$5,000 according to the size of the farm. Renters are the biggest losers and I think the biggest injustice to the farmer was made in removing the government price before January, 1921.—A. W. Bergstrom, Pekin Co-op. Elevator Co.

Hazleton, N. D., Mar. 29.—We hardly think the wheat acreage will be reduced 50% as has been reported, but we know that the acreage will be greatly reduced. The farmers in this neighborhood as a class are absolutely broke owing to the light yields and the poor prices. Farmers realize they cannot raise wheat at the present prices and are not going to try to put in a normal acreage. In my opinion the acreage will be reduced about 33½%.—S. B. Wasco, mgr. Farmers Union Elevator Co.

Elgin, N. D., Apr. 4.—Wheat acreage will no doubt be reduced in this neighborhood because of the lack of money with which to buy seed. Seed wheat can be had for cash but there is no cash and the banks are unable to lend. We are taking state hail warrants at 10% discount for seed wheat and are willing to distribute 1,000 bus. on that basis. Much oats and barley will be seeded in place of wheat; the wheat acreage reduction will probably be 35%. About 5% of the wheat acreage has been seeded and the farmers are busy in the fields.—Elgin Grain Co.

Adams, N. D., Mar. 26.—All the land here that is suitable for wheat is plowed and will be seeded in good shape and the plowing for other grain was also done last fall. The wheat acreage may be a little less than last year be-

cause very little summer plowing has been done the past three years on account of the war prices and also all our farmers tried to raise all the bushels of wheat that possibly could be raised. There is no scarcity of farm laborers in our territory, and the men seem to be willing to get to work at going wages.—H. H. Egar, Independent Elevator Co.

Fairmount, N. D., Mar. 27.—Our estimate of the wheat acreage on information received from farmers is a reduction of 25%. Corn acreage will also probably be decreased 10% while the acreage of oats, barley and flax will increase 15%. No doubt farther west in the state the wheat acreage decrease will be greater. Very little fall plowing was done last year on account of the drought. Financial conditions will make it almost impossible to do much as the farmers have had four crop failures. In this valley farmers are hard pinched but they have seed and feed.—D. D. Turbak.

Rhame, N. D., April 1.—Farmers are not going to sow more than half the wheat sown last year, not so much for the want of finances as for the fear of losing money on the cost of production. There will be a sort of lull in farm operations and more attention will be given to stock raising and to forage crops which will not require the outlay of great expense. Farmers will not pay \$250 for a drill or \$170 for a plow and like prices for all machinery. The land is cheap here and they can better afford to let it stand idle or use it for the production of corn and livestock.—C. E. Carlson, mgr. Farmers Equity Union.

Kensal, N. D., Mar. 27.—Reports that North Dakota will not put in its usual acreage of wheat are no doubt correct. The reduction will be spotted. Some places will put in the usual acreage and others will be greatly reduced, partly on account of the drop in wheat prices and more on account of farmers not having money with which to hire men and buy the seed. This station will have a reduction on wheat of about 20%, flax reduction of about 20% and of the wheat the durum kinds there will be in the majority whereas it used to be in the minority.—Kensal Farmers Elevator Co., J. Cashley.

Pickert, N. D., Mar. 28.—Non-partisans advocate "summer fallow and fight" which is their slogan. It does not amount to any more than the rest of their work. We are hard up for money here but no one that we know of lacks funds or credit for seed. There will be 50% less Marquis sown this year owing to the black rust but fully as many acres as in former years will be sown to wheat. Much D-5, D-1 and Kubanka, the new wheat of a durum variety, will be sown. Less flax will be sown and about the same amount of oats and barley.—Pickert Grain & Lumber Co., C. O. Peterson, mgr.

Towner, N. D., Apr. 1.—Acreage in this section will be cut 50% not because of the shortage of help but because farmers are not sure that they will be able to make both ends meet. Last year and the year before they all lost money. I don't know of any farmer who is going to seed more than he can handle without hiring any help. I think they are wise and would like the best to see them lay down altogether until we get a better market. There are but few farmers in this locality who have not lost from \$500 to \$1,000 on every 100 acres farmed for the last three years. We had no crop in 1918 and 1919.—W. M. Halderson, Farmers Elevator Co.

Petrel, N. D., Apr. 1.—The wheat acreage in this locality will be cut to a certain extent but not near so much as has been represented. The farmers have become convinced that the lower prices are a part of the reconstruction necessities and that lower prices for grain will mean lower prices for other commodities. Wheat acreage will be cut about 20% and the corn acreage will be increased about that amount, meaning that the cattle and hog industry will be better taken care of. Our farmers will produce just as much as formerly but will furnish it in another form that cannot dry nor be affected by rust.—George A. Thorne, mgr., Petrel Equity Exchange.

St. Thomas, N. D., Mar. 29.—Wheat acreage in Pembina County will be 85%, counting 100% as normal. I think this will apply to all the valley counties in the state. There is plenty of seed in the Red River Valley and there is plenty of help. I have heard that the western part of the state is short of seed but the different counties will take care of their own people. As near as I can figure now the acre-

age of spring wheat for the state will be from 75% to 80%, compared with last year. From present appearances seeding will commence about April 7. The acreage of oats will probably increase 10% while the barley acreage will decrease 30% and the flax acreage will decrease 60%.—James Whelan.

Park River, N. D., Mar. 29.—Last week about sixty of the prominent farmers of Walsh County met and decided to reduce their wheat acreage at least 30% and to work to get farmers all over the state to do the same. When one considers that Walsh County is one of the best counties in the state it does not look very well for North Dakota crops. As oats and barley are low we think there will be a reduced acreage in those grains. Another thing to be taken into consideration is that we have had but very little snow this winter and the frost has not gone down to any extent. Everything is dry up here and we will have to have considerable rain to get any kind of a crop.—C. S. Eaton, mgr. Farmers Elevator Co.

Goodrich, N. D., Apr. 1.—The reports that this state will reduce wheat acreage 50% are incorrect. The farmers in this locality will seed a full acreage of wheat and any reduction in acres sown will be at the expense of oats and barley. Land that otherwise might be seeded to feed grains will be summer-fallowed and used for corn. Perhaps the eastern part of the state will seed as much wheat as formerly, but a reduction in acreage will no doubt be the case for the western or slope territory on account of the seed and feed situation. In this locality there will be enough oats and barley seeded for feed but none will be marketed. Regarding the wheat acreage for the entire state the acreage will no doubt be reduced somewhat, but not anything like 50%.—A. A. Hendricks, of Davis & Hendricks.

Berthold, N. D., Mar. 28.—Farmers of this territory are generally hard pressed for money, altho several spent the winter in California and several are now in Europe. Owing to the light feed crop in this section for several years past, the acreage of barley and oats will be somewhat larger than the country will consume if we are fortunate enough to raise a normal crop. To that extent the wheat acreage is smaller. A shortage of help will not reduce the acreage to be planted nor will the desire of the farmer to lessen production. It also appears now that everyone will get seed enough to sow the normal acreage and that farming will go on as usual. We could and no doubt would use more help if it was of the right variety if it was available. We are in better shape in regard to the 1921 crop in every way than we were with the last one.—W. E. Tucker.

Michigan, N. D., Mar. 29.—This section has plenty of seed and the farmers are well fixed to handle their spring work. There is plenty of help and farmers who are in need of help have the money to pay. However, there is going to be considerable summer fallowing done for the simple reason that during the last five or six years every acre of ground has been pushed to the limit and there has been little or no summer fallow done. Prices have been so high that everyone tried to get as much grain as possible and did not want to rest any of the land by summer fallowing. The average farmer figures that as this is liable to be a season of low prices it will be a good time to improve his land and give it a much needed rest. Probably 25% of the land which has been under plow will be summer fallowed this year. There will be very little spring plowing put into grain.—Lamb Elevator Co.

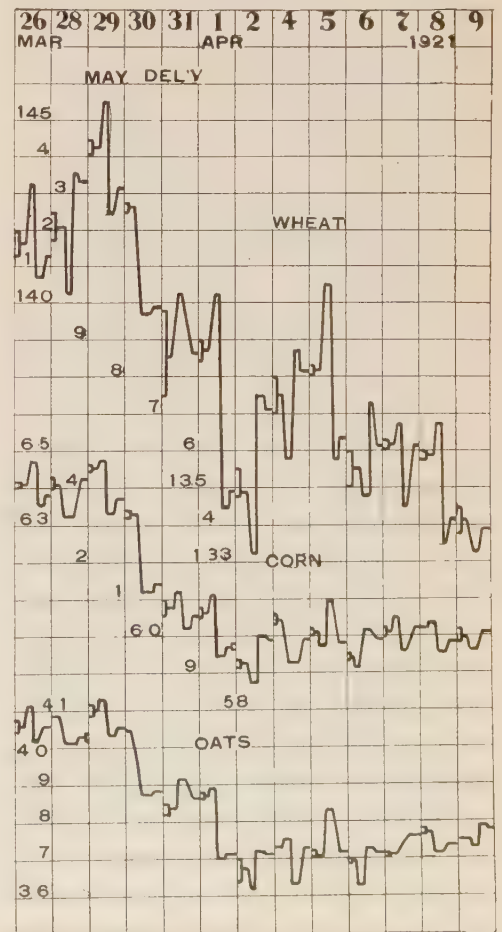
Lucca, N. D., Apr. 4.—The wheat acreage around here this year will be about the same as last year. Farmers have plenty of seed and there will be more kinds of wheat seeded this year than ever before as farmers are trying to find out which kind will stand the most rust. There will be marquis, durum, D. 1, D. 5, red durum, black chaff durum, velvet chaff and old blue stem sown. Altho the spring has been backward so far I think we will have nice weather from now on. If the spring gets late it will mean less spring wheat seeded and more barley and corn. Farmers have been out in the fields a couple of days now and if the good weather keeps up it will not be long until they will have the wheat in the ground. I am in hopes it will stay good so they can get the seed in the ground in time. If we have a late spring we can almost be sure of a poor year and the farmers sure need a good crop once again.—Lucca Farmers Elevator Co., Fred Dahl, mgr.

Judson, N. D., Mar. 28.—There will be but little difference in the wheat acreage of 1921 and the acreage of 1920. While help has been hard to get the past two seasons things are easier now and wages are lower. As a whole most of the work is being done by the farmers and their families.—Bingenheimer Mercantile Co., G. H. Uand.

Monango, N. D., Mar. 24.—Reports of a 50% reduction in the acreage to be sown to wheat in North Dakota this spring are a little exaggerated. From 40% to 45% reduction under the 1918 and 1919 crop, it would be some where nearly correct. My opinion is that not over a 25% reduction over 1920 will occur and possibly not quite that much. I look for a little reduction all along the line in grains, wheat say 25%, barley nearly the same, oats 15%, and flax 50 to 60%. Corn about the same. There does not seem to be any scarcity of men for help as they are really coming out to us more freely than last year. Last year they put high priced seed in the ground and did the plowing seeding and harvesting with help that cost from \$6 to \$9 per day and board. They then had to sell a very much reduced crop on account of the drought at a figure of about half or less than what the seed cost per bus. This has done much to deter the farmers from putting in a large acreage of wheat. Oats and barley even at the reduced price was a better paying crop. In the spring of 1920 all the farm feed granaries were empty of oats and barley and a big crop was put in. This spring they all have a good stock of feed on hand, so will not seed so big an acreage. I think this spring a greater variety of the different kinds of wheat will be seeded than ever before, because rust has been studied more the past winter than ever before and all will try to get some wheat that will not stem rust.—Caldwell Elevator Co.

Chicago Futures

Opening, high, low and close on wheat, corn and oats for the May delivery at Chicago for two weeks past are given on the chart herewith.



Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

COLORADO.

Haxtun, Colo., Mar. 25.—During the past two or three years this station has averaged about 700,000 bus. of wheat and about 600,000 bus. of corn a year. Shipments this year will run about 1,000,000 bus. of wheat and about 600,000 bus. of corn. Wheat is shipped to Kansas City, Omaha and the Gulf while the bulk of the corn is shipped west thru Denver.—Paul Beckman, mgr., Farmers Grain & Trading Co.

IDAHO.

Montpelier, Ida., Apr. 7.—Nothing new in sight. The grain man is too badly discouraged to look up.—Frank Miles.

ILLINOIS.

Chatsworth, Ill., Apr. 6.—Farmers are discouraged at present outlook. Twenty-five percent still hold their last year's corn and will have to sell it at a price at present ½ below cost of production.—Kohler Bros. Grain Co., Clair Kohler, mgr.

INDIANA.

Portland, Ind., Apr. 1.—Grain is moving slowly.—Portland Equity Exchange.

Evansville, Ind., Apr. 7.—During the past few weeks the deliveries of both wheat and corn at southern Indiana elevators have been heavier than for some time past. Farmers, who had made a resolution not to sell their grain until the prices went higher, have changed their minds and have come to the conclusion that prices are not going to advance and thought best to sell both their wheat and corn. It is not believed there will be any wheat to speak of in the hands of the farmers in this section by the time the new crop comes along in July.—C.

IOWA.

Garland (Morning Sun p. o.), Ia., Apr. 7.—Our grain business is very dull because the farmers hesitate to sell at the present prices and are also busy with their field work.—Garland Elevator Co., per S. J. Harned, mgr.

KANSAS.

Washington, Kan., Apr. 7.—About 15% of the old wheat still remains on farms.—J. E. Woolman.

Hugoton, Kan., Apr. 1.—About 10% of the old crop is left in this section.—Hugoton Equity Exchange.

Delavan, Kan., Apr. 6.—The holdover here does not amount to as much here as it does farther west. What there is seems to move rather slowly.—R. P. Hughes.

Oxford, Kan., Mar. 28.—Grain is moving slowly. Growing crop is in fine condition. Had a hard freeze last night. Clear weather and plenty of rain.—I. S. Alton, agt., Alexander Milling Co.

MICHIGAN.

Freeland, Mich., Mar. 28.—Grain movement has been light during the past two weeks because of the poor roads.—Charles Wolohan, Inc., by Mark T. Walsh, mgr.

Exports of Grain Weekly.

[From Atlantic and Gulf Ports, in Bus., 000 Omitted.]

	Wheat.		Corn.		Oats.	
	1920.	1919.	1920.	1919.	1920.	1919.
Jan. 1....	9,509	5,161	144	46	34	394
Jan. 8....	9,429	4,854	504	62	249	306
Jan. 15....	6,457	3,650	264	106	185	155
Jan. 22....	4,782	1,980	1,029	188	139	380
Jan. 29....	6,257	1,992	1,130	84	237	731
Feb. 5....	8,814	1,374	1,476	234	195	643
Feb. 12....	5,131	2,018	1,240	207	150	926
Feb. 19....	4,776	1,932	1,155	133	312	125
Feb. 26....	3,968	867	1,518	145	125	282
Mar. 5....	5,469	2,324	3,153	368	209	269
Mar. 12....	4,390	2,107	2,182	50	68	488
Mar. 19....	4,847	1,644	2,720	43	289	163
Mar. 26....	2,756	2,613	3,299	154	62	385
Apr. 2....	5,437	2,329	1,844	37	262	1,048
Total since						
July 1....	282,711	145,336	21,545	2,687	3,931	32,600

MINNESOTA.

Minneapolis, Minn., Apr. 5.—Minneapolis terminals are now plentifully supplied with railroad equipment and the movement of grain from local elevators to consuming points is the largest on record of the present crop. Elevator stocks are being reduced at a rate of nearly 1,000,000 bus. a week, with the stocks on April 2 totaling 16,840,023 bus.—Minneapolis Traffic Ass'n.

NEBRASKA.

Merna, Neb., Apr. 5.—About 20% of the 1920 wheat crop is still in the farmers hands as well as 25% of the corn and oats. Grain movement has been very slow partly on account of the price and partly because the farmers are busy with their spring work.—Farmers Grain & Supply Ass'n, L. E. Highland, mgr.

NORTH DAKOTA.

Mohall, N. D., Apr. 4.—About 10% of the 1920 crop is to be shipped.—E. G. Auth.

Finley, N. D., Mar. 29.—Business is good.—R. W. Long, agt. Cargill Elevator Co.

Lucca, N. D., Apr. 4.—Very little wheat in the farmers' hands to be marketed. Still quite a few have not sold their grain and have stored it in the elevators. Wheat stocks in the farmers' hands are considerably smaller than many reports indicate. After seeding is done many farmers will not have much grain left. This slump in the price of grain has put many farmers in bad shape as we have had two poor crops here now. Last fall many of the farmers could not make it reach half way around with the small crop, low prices, high labor and high prices for everything they bought. Most of them thought they would hold the grain a little while hoping it would go up a little in price. As it has come down ever since it has made things worse. It makes it harder for the farmers and still harder for the business man as collections are hard. The farmers have plenty of feed for their stock.—Fred Dahl, mgr. Lucca Farmers Elevator Co.

OHIO.

Anna, O., Apr. 7.—Very little grain moving. Farmers are all busy planting oats. Wheat nearly all sold. Some oats and a great deal of corn yet to market.—Anna Farmers Ex. Co., Roy E. Lacy, mgr.

TEXAS.

Shamrock, Tex., Apr. 4.—All our wheat is moved out. A limited amount of corn is left of last season's big crop.—Clark Grain Co.

Will Consider Changes in the Pomerene B/L.

To consider a number of proposed changes in the Pomerene B/L law which passed Congress in 1916 and about which considerable dissatisfaction has been expressed, the com'te of Commerce, Trade and Commercial Law of the American Bar Ass'n will hold a public conference in the assembly rooms of the Merchants Ass'n in the Woolworth Building, New York, N. Y., on May 2, 3 and 4.

The changes to be discussed, were suggested at a winter meeting of the Com'te and have to do with the provisions of the law contained in sections 3, 14, 21, 22 and 29.

Chicago Board of Trade Encourages Horse Ass'n With Cash.

To encourage the work of dispensing reliable information about horses the Chicago Board of Trade has appropriated \$2,500 to the Horse Ass'n of America. Announcing the donation the Horse Ass'n thru its sec'y Wayne Dinsmore says:

This gift means that the greatest grain market in the world has recognized the menace to grain sales resulting from the displacement of horses and mules by motors. It means that the methods of the Horse Ass'n, in giving reliable information on the use of horses, are approved by the greatest Board of Trade. It proclaims the position of the grain men in no uncertain terms.

THE SPANISH GOVERNMENT is finding it difficult to find storage space for the 7,500,000 bus. of Argentine wheat purchased some time ago, according to an April 3 cable report.

Farm Buro Lobby in New Quarters.

The Washington office of the American Farm Buro Federation says, "It seems certain that some emergency tariff action for agriculture will be attempted as soon as Congress convenes on April 11. It is a well-known fact in Washington, however, that a great many members of Congress voted for the emergency tariff with the belief that the President would veto it. In fact, statements to this effect have been made in the Record by members. Whether these men will now assist in passing similar legislation when it is certain to become law is a question."

The legislative department of the American Farm Buro Federation is moving its office from the top floor of the Occidental Hotel to the Munsey Building.

RICE EXPORTATION from Fiume which was discontinued during and after the war was resumed on April 5, when a boat load of rice cleared for Greece. This also was the first export cereal shipment since 1914.

AN ASS'N of 2,500 farmers has been organized at Detroit, Mich., for the purpose of selling farm products to Detroit wholesalers. According to Prosecuting Attorney Paul Voorheis the organization is not a co-operative proposition, will not operate small stores and members will sell to wholesalers only.

THERE is so much selling pressure in the market that it looks more like liquidation than short selling, and this gives an added weakness. It is said that in some sections of the country, where farmers have been induced to hold their corn for higher prices, the holders have become disgusted with the outlook, and are liquidating their future corn, which they bought on the same advice. They will sell their cash corn as soon as conditions will permit. Corn is affected by the weakness in wheat, and the market has no rallying power, as cash corn is beginning to accumulate, with mixed corn particularly slow of sale.—Ichtertz & Watson.



H. H. Peterson, Milwaukee, Wis., Pres.-elect, Chamber of Commerce.

New Minimum Weights on Grain and Grain Products.

In Special Permission No. 52340 the Interstate Commerce Commission, on Mar. 25, issued an order:

"That all carriers and their lawfully appointed agents are hereby authorized to publish and file on 15 days' notice to the Commission and the general public, special supplements to their tariffs cancelling the minimum weights, rules and regulations applicable thereto established by authority of Special Permission 51215 and establishing minimum weights on grain and grain products and rules and regulations applicable thereto as set forth in Exhibit A attached hereto."

EXHIBIT A.

Minimum Weights on Grain and Grain Products. Section 1. Grain.

(1) On grain, all kinds, (except articles specified in paragraph (2) below, also except popcorn), straight or mixed carloads, minimum weight marked capacity of car (subject to Notes 1, 2, 3, 4, 5 and 6 below).

(2) On the following commodities, straight or mixed carloads, minimum weight 80 per cent of marked capacity of car (subject to Notes 1, 2, 3, 4, 5 and 6 below):

Oats; ear corn; snapped corn; corn in the shuck; unthreshed feterita; unthreshed kafir corn; unthreshed milo maize.

Note 1: Actual weight will apply in the following cases:

(a) When grain is loaded at point of origin to within 24 inches of roof, at side walls of car, for the purpose of Federal, State or Official Grain Exchange inspection.

(b) When grain is loaded to proper grain line of cars so marked.

(c) When car is loaded to full space capacity.

When any of the provisions of this note are applicable, notation to that effect should be inserted in the B/L by shipper or agent of the carrier, but failure to make such notation shall not prevent the application of the terms of this note upon presentation of suitable proof. Such notations should be specific, indicating on which of the three grounds herein specified, actual weights should be protected.

Note 2: When grain in transit is transferred from one car to another (either direct or through elevators), the minimum weight applicable to the shipment prior to transfer shall also apply after transfer.

Note: It should be understood that this rule applies only in cases of direct car to car transfers and is not applicable at rate-breaking points unless the tariffs of carriers into and out of such rate-breaking points both contain this rule.

Note 3: (a) Except as noted in paragraph (b) of this note, when carrier cannot furnish car of capacity ordered by shipper and for its own convenience furnishes a car of greater capacity than the one ordered, such car may be used on the basis of the minimum weight applicable to the car ordered by shipper, but in no case less than actual weight; the capacity of car ordered, number and date of the order to be shown in each instance upon the bill of lading and carrier's waybill.

(b) When shipper orders for bulk grain loading a car of marked capacity less than 60,000 pounds and carrier furnishes and shipper uses a car of greater capacity than ordered, the minimum weight on grain as listed in Paragraph (1) shall be 60,000 pounds, but not greater than the marked capacity of car furnished; and the minimum weight upon oats, ear corn and other commodities listed in Paragraph (2) shall be 48,000 pounds but not greater than 80 per cent of the marked capacity of car furnished.

Note 4: **Overloaded Cars:** When cars are overloaded by shippers, carriers may transfer the lading for which transfer a charge of 1 cent per bushel will be assessed, in addition to any switching charges which may be necessary in accomplishing the transfer.

Note: In applying this note, a car is to be considered overloaded only when the actual net weight of the shipment is more than 1,000 pounds in excess of 110 per cent of the marked capacity of the car used.

Note 5: In no case shall the minimum weight be less than 40,000 pounds, except as provided in Note 6. (This note takes precedence over all notes in Section 1 other than Note 6.)

Note 6: **Clean-out Rule:** For the purpose of cleaning out elevators and grain houses at the close of the shipping season, one carload each year may be shipped subject to a minimum weight of 30,000 pounds (in lieu of the minimum weights provided in (1) and (2). such carload to be from one consignee and from one shipping point to one consignee at one destination and to consist of one or more kinds of grain and (or) seeds, straight or mixed carloads. Shipments as provided in this note are subject to the provisions of paragraph (3) of Section 3.

Section 2. Grain Products.

Barley, cracked, flaked, pearl, roasted, rolled, sprouts, dry.

Bran, Brewers' cerealine, brewers' corn flakes, brewers' flake, brewers' grits, brewers' meal, Cerealine, other than brewers', Chops, grain (chopped feed), Cracked corn, corn flake, corn germs, corn germ meal, corn meal,

Farina, Farinose, Feed, chopped, Feed, gluten, hominy, nutrilene, Mixed feeds, livestock or poultry, consisting wholly or in part of grain or grain products, when taking grain, grain product or grain by-product commodity rates,

Flour, buckwheat, barley, corn, feterita, kafir corn, milo maize, mixed grains, oat, pancake, potato, prepared, rye, spelt, wheat,

Food preparations, cereal, not otherwise specifically provided for herein when subject to grain or grain product (flour, meal, etc.) commodity rates,

Grain products, not otherwise specifically provided herein when subject to grain, grain product or grain by-product (flour, meal, etc.) commodity rates,

Grits, Groats, Hominy, hominy flake, hominy pearl, Maizea,

Malt, malt sprouts, Middlings,

Mill feed, Millstuffs,

Oat feed, oat flake, oat meal, Oats, cracked, rolled,

Rye, cracked, crushed, rolled, Shipstuff,

Shorts, Wheat, cracked, crushed, flaked, granulated, rolled,

in straight or mixed carloads, or in mixed carloads with other articles (other than grain) when tariffs provide that the grain, grain product or grain by-product (flour, meal, etc.) commodity rates apply on such mixtures.

Minimum weight 40,000 pounds per car (see Notes 1, 2 and 3).

Note 1: When the car is loaded to full space capacity, actual weight will apply.

Note 2: Actual weight will apply upon molasses feeds or other stock feeds having liquid sweetening ingredients (not medicated or condimental) when cars are loaded at point of origin to within 24 inches of the roof at the side walls.

Note 3: When minimum weights were on Nov. 3, 1919, greater than 40,000 pounds, such minima may be substituted for the minimum of 40,000 pounds named herein.

Section 3. General. (Applicable as indicated in Sections 1 and 2.)

(a) Mixed Carloads.

1. Mixed carloads of grain. When articles covered by paragraph (1) of Section 1 are shipped in mixed carloads with articles covered by (2) of the same section, the minimum weights provided for articles in (1) will apply to the entire carload.

2. Mixed carloads of grain and grain products. When articles covered by Section 2 are shipped in mixed carloads with articles covered by Section 1, the minimum weights provided in Section 2 shall apply to the entire carload, provided the total weight of the articles covered by Section 1 does not exceed 33 1/3 per cent of the total weight loaded in the car.

If the weight of articles covered by Section 1 exceeds 33 1/3 per cent of the total weight loaded in the car, the minimum weights provided for articles in paragraph (1) of Section 1 shall apply to the entire carload; except, that if the grain loaded consists wholly of articles covered by paragraph (2) of Section 1, the minimum weights provided for articles covered by paragraph (2) of Section 1 shall apply to the entire carload.

3. When mixed carloads as provided in paragraph 1 and (or) 2 of this section are shipped, all or all but one of the various kinds of grain or seeds must be in sacks or packages, or separated one from another by bulkhead or partition.

When bulkhead or partition is used it will be at owner's risk of mixing; also in such cases a charge of \$5 per car in addition to the rate will be assessed for permitting the installation of such bulkheads or partitions; and the installation (including cost of material) and removal of such bulkheads or partitions must be done by and at the expense of the owner or shipper.

(b) Transit Shipments.

On grain and grain products handled under transit arrangements, the minimum weight on the commodity forwarded from the transit point will be that applicable to the through rate on the same commodity in connection with which transit is allowed, on the date of shipment from the point of origin represented by the inbound expense bill surrendered.

When handled on proportional or reshipping rates which are connected up with an inbound movement by surrender of expense bills, the minimum weight from the reshipping point will be that on the commodity forwarded from the reshipping point in effect on the date of the shipment from point of origin represented by the inbound expense bill surrendered.

A. W. Harwood Dead.

A. W. Harwood, one of the popular young members of the Peoria Board of Trade, died Apr. 2. Following an operation for stomach trouble pneumonia set in and he died after only two days' illness.

His first connection with the grain trade was with the Carhart-Code-Harwood Co. in 1911 in its Chicago offices. Three years later when the company's Peoria branch was opened he removed to that city; but in 1915 was employed by Lamson Bros. & Co. of Chicago, in charge of their Peoria office. In 1916, with E. H. Young, he formed the firm of Harwood-Young Co. in the grain commission business at Peoria. He was elected a director of the Peoria Board in 1918 and in 1919 was chosen pres., at the age of 27, being one of the youngest to hold that office.

He was a son of Arthur N. Harwood, Chicago, of the Carhart-Code-Harwood Co. His portrait is given herewith.

ABOUT TEN emigrant cars bound for North Dakota and Western Kansas left this section recently.—I. L. Draucker, Daykin, Neb.

CARL L. ALSBERG, chief of the Bureau of Chemistry, U. S. Dept. of Agriculture, has announced his resignation to become effective June 1. Mr. Alsberg's successor has not yet been named. After June 1 Mr. Alsberg will be a director of the Food Research Nutrition Institute of the Stanford University of California.

INDIA'S FIRST official government crop forecast for this season was recently made public. Total acreage planted on Jan. 1 amounted to 22,973,000 acres or 16% less than the last season's acreage. If the 10,090,000 ton production of last year decreases in proportion with the acreage, India this year will have but slightly more of a crop than will supply the pre-war annual home consumption of 9,000,000 tons.



A. W. Harwood.
Peoria, Ill., Deceased.

Premium Adjustment Insurance for Grain

By J. J. FITZGERALD, Indianapolis

An insurance journal, commenting recently on the reduction in the price of grain, found a deal of comfort in the fact that many elevator men having taken out insurance on the basis of the high values would forget to cancel, and thus the insurance companies would profit thereby. This doesn't sound very much like service to the policyholder; yet it is only saying what is true. Grain men, in common with all other business men, pay too little attention to insurance matters, with the result that they are either long or short on insurance; seldom do we find, where specific contracts are carried, that insurance and values equal each other. This means that excess premiums are being paid, or a loss occurs with 50% protection.

THE MUTUAL COMPANIES specializing on grain elevator insurance have adopted systems of handling grain under specific policies that make it an easy matter to keep insurance balanced, and have worked with their policyholders to that end; yet, the loss records show that specific insurance is usually out of line with values on hand. We went into the loss files this morning and pulled out a batch of claims that had been paid during the past two years to ascertain just what they revealed in this respect. The results in eleven fires, as shown below, indicate a condition that was surprising even to one somewhat familiar with the situation:

	Amount of Insurance.	Values of Grain Date of Fire.
1.....	\$22,500	\$ 7,014.85
2.....	35,000	32,144.23
3.....	28,300	17,604.77
4.....	6,500	12,392.26
5.....	15,000	7,408.20
6.....	39,100	39,350.62
7.....	12,500	17,842.55
8.....	48,000	32,766.00
9.....	9,000	16,650.55
10.....	18,800	19,675.92
11.....	16,000	3,721.62

No. 6 in the foregoing statement is the only one with a balanced account, but we are inclined to believe that this is a coincidence more than an established practice. No. 10 is not far off. In all other cases the insurance is altogether too high or too low. That is the condition that the Premium Adjustment Policy aims to correct. Where a business is of sufficient volume to warrant the services of a bookkeeper he can be charged with the duty of watching the insurance account; but the man who is buyer, seller, bookkeeper, stenographer, engineer and handy man in general can hardly be expected to check his insurance against every load of grain that comes into the house. He doesn't do it; and, to be frank about it, even those offices that maintain up to date systems fall down, too.

The Premium Adjustment policy is not a new venture in the insurance business; but it is so peculiarly fitted to the grain business that the wonder is it has not been in use during all these years. The very fact that values of the grain stored in an elevator fluctuate to such a large extent makes it necessary, if insurance is to be kept balanced, that the coverage be automatic; that is, that it follow values up or down without making it a requirement on the part of the elevator man that he continually chase after them; nor should he be asked to lie awake half the night with the thought that he went to bed with a house full of grain and only 50% insurance on it.

THE PREMIUM ADJUSTMENT contract handled by the Mutual companies is simply this: A policy is issued for a provisional amount, based on a percentage of the probable peak values that will be on hand at any time during the year.

Policy is issued for one year and a provisional premium, based on the provisional amount of the policy, is collected.

On a selected day each week, the assured sets down on a blank furnished by the company the values on hand that day. This report is filed with the company once a month.

At the end of the policy year the values shown by the filed statements are averaged, and the premium adjusted accordingly. If the average value for the year is less than the provisional amount of the policy the excess premium is returned to the assured. If more, an additional premium is collected. For example:

Assume that the probable peak values at any time during the year will be \$50,000.

Policy would then be issued for, say a provisional amount of \$25,000. (The intent is to issue the policy for an amount that will just about cover the average value during the year.)

Provisional premium, say \$200.

Average values on hand during the year shown by the reports to be only \$20,000.

Then the assured would be entitled to a return on \$5,000, or \$50.

While the policy is issued for \$25,000 the Company's liability thereunder would be \$50,000, this liability being expressly stated in the policy. We might state that the maximum liability of the Company may be set at any figure the assured feels will be necessary to protect him at any time.

With such a policy as this, the elevator man can go about his other work and forget his insurance. Likewise he can sleep o' nights without any thoughts of where he would be in the morning if perchance the house should burn. The Premium Adjustment policy is on the job twenty-four hours a day faithfully following values every time they move a dollar one way or the other. There is no such thing as over-insurance or under-insurance within the limits named in the policy. If for any reason, the limit named in the policy is found to be temporarily out of line, additional insurance can be taken to cover the excess for the time being; but the idea of the Premium Adjustment policy is to get the limit high enough to avoid this.

The reporting system is simple and one that should not work a hardship on any elevator owner who wants to keep track of his business. Of course, where no books of record are kept, companies will not issue a Premium Adjustment contract. But assume that Saturday is the day selected on which to figure values. The grain man turns to his stock records, gets the number of bushels of each kind of grain he has on hand, the grade thereof (or the average grade) gets out his quotations and ascertains his price on track, and sets the figures down on the blank furnished him.

This should be a simple process in any grain office and certainly it is simpler than keeping track of insurance all the year. What is more to the point, however, if one should forget to take out insurance on Saturday and the house burns Sunday, he stands to lose a goodly sum; but if one who has a Premium Adjustment policy should forget to set down his values on the day appointed, his insurance goes on just the same. He doesn't lose out because he happens to be human and forgets occasionally.

A complete record is essential to the successful conduct of any business. We often hear of men who handle large transactions and keep them all in their heads. They only

think they do. No man born of woman can do this with any degree of accuracy, and even if such a man did exist, he is out of date in these days of income and excess profit taxes. Records we must keep. So that a Premium Adjustment policy is a good thing for the man who is inclined to let his book work go. The basis of the contract is values on hand, and the Company must know what those values are. The values are to be based on the number of bushels of grain in the house, so that it is necessary that a stock record be kept. It is to be remembered that in case of loss grain is settled for on track price, and therefore values must be reported on the same basis.

The question will be asked, What is to be gained if 100% insurance must be carried on stock? True it is, that many conservative elevator men figure on carrying but 80% of value on the theory that the salvage will bring them out whole. There is something to that; but "the best laid plans of mice and men oft gang a-glee." Salvage doesn't always do what it is supposed to do. During the period of high prices the returns from salvage were pretty fair; but with low priced grain it is a different story. And again, like the old recipe for rabbit pie, you must first catch your rabbit, so you must first recover your salvage. The wind and the water and many other things work against the man who sets out to recover salvage from a burned elevator. If everything is in his favor, well and good. If they are against him, it is not so good.

But let's go back to the statement given at the head of this article. In the majority of cases insurance was carried far beyond the values on hand. And what is true in these cases is generally true, for they are a good average of the business as a whole. It is our belief based on the figures we have in our office that the man who carries 100% insurance under a Premium Adjustment contract will pay out less money during the year than the one who tries to follow his values up and down with specific insurance. That being true—if it means less paid out in premiums; if it cancels all insurance worries; if it means full protection at all times. *Why go any farther?*

For the man who has a proper set of records a Premium Adjustment policy fits into his business like a well adjusted scale.

INDIA is planning a bulk grain handling system. The authorities of the port of Karachi, India, intend to send the chief engineer of the port to this country so that he may study the methods of handling grain at New Orleans, Montreal and other North American ports.

CONDEMNING the Wisconsin marketing bill which would permit counties, cities and villages to engage in the purchase, sale, storage and distribution of food products Wisconsin Attorney General Morgan on April 1 made public the following statement: I am convinced that if the bill were enacted into law there would be but little chance of it being held valid. It is a well established principle of constitutional law that public funds cannot be expended except for public purposes. No court has gone so far as to hold or even suggest that the business of handling food products may be regarded as a public purpose. Ogden, Utah, plant of the Globe Grain & Milling Co. where a man was suffocated in a barley bin was more thoroughly explained in a letter from Supervising Miller R. O. Daniel of San Francisco, Cal., in which he says: The compressed air equipment at Ogden was not installed for the purpose of releasing grain from the bins. At times we have very dirty barley or oats and we use the air for releasing the dirt. Our elevator was piped with compressed air for the purpose of keeping our motors clean and in the two and a half months which I spent at Ogden the air was only used on three different occasions.

Urges Lower Export Grain Rates.

W. V. Hardie, director of traffic of the Interstate Commerce Commission, has recommended to the eastern and western carriers that they make certain reductions in the rail rates on export grain and grain products. His suggestions, which will probably be acted upon at the coming meeting of representatives of the eastern and western lines, follow:

Based upon the information now available and without prejudice to any different conclusions which might be reached upon a more adequate record or in a formal proceeding, there appears to be no objection to the following readjustment of rates at this time:

(a) A reduction of 3 cents each of Chicago of the all rail export rates on grain and grain products.

(b) A reduction of 1 cent on grain and grain products from Missouri River points (including Sioux City) to Chicago and Chicago rate points, limited to apply upon export traffic only.

(c) A reduction of 4 cents in export rates east of St. Louis on grain and grain products.

(d) Changes from Peoria and other related markets corresponding to those from St. Louis and Chicago to preserve existing equalization.

(e) No reductions to be made west of St. Louis.

(f) The existing "at and east" rates on export grain, now scheduled to expire April 15, to be continued beyond that date without expiration date, but no further reductions to be made in such rates at this time.

(g) The "at and east" domestic rates on grain on April 15 to revert to the rates in effect August 25, 1920, plus 40 per cent, such increase to be applied to the net rates.

(h) No reductions at this time appear necessary in the rates on grain products east of Buffalo, either domestic or export.

(i) Lake-and-rail rates on flour for export from Chicago, Duluth and Minneapolis to be reduced in the same amounts as the all-rail rates east of Chicago, thus maintaining differentials as compared with all-rail.

(j) No reductions appear at present necessary in the rates on grain or grain products Minneapolis to Chicago.

The above are intended as suggestions which it is hoped will produce a harmonious adjustment and at the same time have the effect of reducing the differentials on all-rail grain from Minneapolis compared with lake-and-rail traffic and also reducing differentials on export traffic from the Missouri River and western territory generally to Atlantic ports as compared with Gulf ports.

It has not been found consistent to recommend the establishment of "overhead" rates from Minneapolis as proposed by that market and by some of the northwestern lines. As has been stated, it has been the practice for a number of years to maintain rates into and out of the principal markets equal to the through rates and the undersigned is not prepared at this time to recommend changes which would destroy this adjustment. It is recognized that the reductions made on traffic from Minneapolis are not as great as recommended by that market or by the northwestern carriers, but it is thought that a trial should be made of the

rates which will result from the changes above recommended. If it then develops that further readjustment should be made, consideration can be given thereto.

FREIGHT SCHEDULES proposing an increase on certain rates on grain and grain products from Missouri River points to points in Illinois were postponed until July 30 by the Interstate Commerce Commission.

ESTABLISHMENT of an Industrial Court in Nebraska similar to the Kansas Industrial Court which has been interfering with the operation of Kansas flour mills was provided for in a bill that has been before the legislature for weeks. The lower house on March 31 indefinitely postponed any action on the bill.

THE COMPLAINT that the Pacific Rice Growers Ass'n was an illegal monopoly, which controlled practically all California's rice and which was alleged to have been maintaining fictitious prices in the face of a declining market, was dismissed by the U. S. district court because charges presented were too general.

An Enlarged Texas Plant.

To increase the size of a grain handling plant and still get the maximum of service from the old and new units is a problem that seems to have been solved satisfactorily by E. W. Harrison in adding 60,000 bus. of storage to his older house at Hereford, Tex.

In 1917 the warehouse and elevator of 25,000 bus. capacity, 40 ft. high was built and equipped with a small cleaner for field seeds driven by a 2-h.p. motor, large cleaner, oat clipper, small French burr mill for corn meal and whole wheat flour and a 9x24 two pair high roller mill for chop grinding, all driven by a 25-h.p. motor, which also drives the car puller. The elevator leg is driven by a 7½ h.p. motor. The chops go into a bin, and a wagon can be unloaded and reloaded with chops in 10 minutes.

Last year the plant proved to be entirely too small and Mr. Harrison has just completed the addition shown in the engraving, 60 ft. high, of 60,000 bus. capacity, also of studded construction iron roof, adjoining the old house. The driveways are side by side and both truck dumps are furnished power by a 3-h.p. motor. The only connection is a spout from the head of the new unit to the scale of the old one and all grain is loaded out of the same scale and loading out spout. Both units were built by the White Star Co.

Work of the Chicago Weighing Department.

H. A. Foss, Weighmaster Chicago Board of Trade in an address before the Chicago Traffic Club gave a brief survey of the work of his efficient department, which will be of special interest to all grain shippers and receivers, who are dependent upon others for the correct weight of grain they sell or buy. From his address we take the following:

We have men to meet the inbound cars in outlying railroad yards to inspect them and to record the seals, and to supervise repairs when necessary, and to see that the cars are resealed after sampling.

Another force of men meet these same inbound cars when they are finally delivered to the elevators and industries for unloading, to inspect them again, to record the seals, and also to supervise the unloading and to see that the cars are swept clean at the unloading sinks, and that all of the grain in the cars is elevated to the scales for weighing. These downstairs men also inspect and look after the outbound cars.

We have another force of men stationed at the scales to see that the weighing of the grain, inbound and outbound, is correctly done, and the true weights placed on record.

We have scale inspectors and a complete scale testing and sealing outfit to see that the scales we use are maintained in accurate and good working condition.

We have a force of district, itinerant, superintendents whose duties are to see that the rules and regulations adopted for the guidance of the weighing department, its employees, and elevator operators, are enforced, and that the employees of the weighing department fulfill their duties.

We maintain a special agents' department, the duty of which is to look after conditions in the railroad yards where grain cars are stored, with a view to reducing grain stealage to a minimum.

We maintain a custodian department, the functions of which are to protect the buyers of the grain during the process of transferring the title of the grain, and to protect the banks and others who may loan money on the grain, either in the car or after it is stored in custodian elevators. Under the custodian rules, grain cannot be shipped out of an elevator until it has been paid for, all of which necessitates the registration of all grain handled in custodian houses.

We maintain a force of grain estimators, whose duty it is to determine the quantities of grain in Chicago elevators by measuring the grain in each elevator bin. The purpose of this estimating is to check the quantities called for, not only by the records of the weighing department, but also the records of the State Registrar, and called for by outstanding public warehouse receipts.

We maintain an office force which compiles the information gathered by our outside forces, which information they transmit to the parties at interest on suitable certificates provided for the purpose.

For the good of the cause we have taken upon ourselves the duty of outside investigations, even to the extent of following cargoes of grain to unloading ports in both the United States and Canada, and cars from initial shipping points to Chicago, and from Chicago to destination unloading points. We have found that this has aided materially in eliminating causes for weight differences and resultant misunderstandings. In other words, it is our policy to go wherever we think the trouble may lie, whether at Chicago or some far distant point. Do not misunderstand me, for until we have convinced ourselves beyond all question of doubt that the cause of any trouble is not at Chicago, we do not seek an explanation elsewhere.

It has also been our policy and practice to gather and disseminate information which we feel will be of assistance in reducing causes for weight differences everywhere. Such data and information we have placed before the grain trade and before the carriers and scale manufacturers, both in circular and in pamphlet form, illustrated and otherwise.

Finally, it is hardly necessary for me to tell you gentlemen, who have had such wide experience in handling men, that the success of any department, such as the one I represent, is dependent upon a high grade, intelligent, loyal working force; and that the only way to secure such a personnel is to use care in its selection, and maintain efficient and effective supervision. Obviously, all our efforts would be in vain if we neglected to surround ourselves with intelligent, loyal men to carry out the details of our duties.

THE TOTAL CONSUMPTION of grain in the United Kingdom during 1920, according to the Minister of Agriculture, amounted to 6,715,000 tons of wheat, 1,950,000 tons barley and 3,364,000 tons oats. Only 18% of the wheat, 62% of the barley and 86% of the oats were home grown.



Enlarged Elevator and Warehouse of E. W. Harrison at Hereford, Tex.

Ratification of Farmers Grain Marketing Plan.

Pres. J. R. Howard of the American Farm Bureau Federation called the 107 delegates to the ratification conference to order on the Morning of Apr. 6 in the La Salle Hotel at Chicago, Ill.

Mr. Howard: This meeting is convened pursuant to the resolutions adopted at the Grain Marketing Conference of July 23rd, 1920, called by the American Farm Bureau Federation. You will recall I was requested at that conference to appoint a committee of not more than seventeen men from the various farm organizations. This Committee of Seventeen was to make an exhaustive study of grain marketing, and when its report was completed I was instructed to call another conference of authorized delegates from the various groups to receive its report and act thereon.

For years the American farmer has suffered from and objected to uneconomic and speculative marketing systems which have held him powerless. After days and nights—yes weeks and months of careful thought and devoted study the Committee of Seventeen, assisted by the keenest experts, bring to us this new Bill of Fundamental Rights, for the orderly marketing of our products. Today, again, we are at Runnymede. Countless thousands of farmers stand with upturned faces, buoyed by only one hope—that this meeting will evolve their Magna Charta.

The most potent cause of our present social unrest and commercial stagnation today lies in the fact that there is no farm market. The farmer's purchasing power is gone. His prices are far below par. His costs of production are deep in red. His markets are gone.

We have all noted that already the report of the Committee of Seventeen has caused a "stirring of dry bones." Misrepresentation and unfair propaganda, already apparent, are to be met not in the spirit of unfairness, but with an absolute integrity of purpose and confidence in the survival of the fittest.

Chairman C. H. Gustafson, of the Marketing Com'te of Seventeen: This is the most important meeting of farmers that the history of our country or any other country has ever recorded. At no time, during the last few decades, when cooperative organizations of farmers of all descriptions have sprung up all over our country, has there ever been assembled such an official representation of farmers cooperative organizations that even approaches the importance of this meeting.

The complexities of the business of marketing is continually held up to us and we are told that we cannot conduct our own business of marketing. We had a millionaire grain broker tell the Committee of Seventeen at one of our meetings that the farmer could not hope to go further than his country co-operative elevator because the farmer was not able to conduct the bigger business beyond that point.

[This is an error. The "millionaire broker" in question, Julius H. Barnes, stated that there would be no profit in the terminal grain business for a farmers' company because competition had cut profits at the terminals to such a point that there was no saving to be effected there; that the farmers' company would have no better opportunity there than the existing private corporations.—Ed.]

Efforts to enter the grain markets on a co-operative basis have been restricted. Thus far, the relative support for any such cooperative movements has been small and the opposition has been strong.

With the proposed grain marketing plan in operation, the farmer will receive that part of the proceeds of his toil to which he is justly entitled but which he does not get. We are told that the farmer now receives 34 cents of the dollar that the consumer pays for farm products. There is need to change that ratio.

After six months of almost continuous investigation and study of every possible angle of the grain marketing question, the Committee of Seventeen is bringing you a plan which we believe will go a long way towards accomplishing that end.

It is purely a cooperative plan offered in competition with existing unsatisfactory methods of marketing. The success of the plan does not rest upon the bestowal of special privilege or class legislation or government appropriations

Co-operation from Department of Agriculture.

Henry C. Wallace, Sec'y of Agriculture: There are some good people who seem to think that the farmer should not concern himself with matters of marketing. They look upon him as a man whose sole business it is to produce.

There is no more reason why the farmer should be expected to confine his efforts solely to the production of his crops than why the manufacturer should be expected to confine his attention solely to the mechanical process of manufacturing his goods. No one questions the right and the property of the manufacturer to sell the products of his factory to the best possible advantage once he has produced them.

and many manufacturers carry their products through the various channels of trade to the ultimate consumer to the satisfaction of both. The right of the farmer to do this same thing cannot be questioned. The only matter open for consideration is whether he can follow his crops beyond the limits of his own farm or the nearest market place with benefit to himself and to the consumer.

In the course of your deliberations you have called in representatives of the Department of Agriculture to counsel with you and to give you such information as the Department might have, bearing on the subject of cooperative marketing. This has led to some criticism of the Department. Just as there are people who think the farmer should not concern himself at all with marketing matters, so there are some who seem to think that any action of the Government looking toward the encouragement of farmers' cooperative marketing is reprehensible in the extreme.

I do not believe these criticisms are either fair or well founded. There is just as much reason why the Department should assist the farmer in developing methods of marketing his crops efficiently as why it should assist him in increasing his production. The study of improved systems of marketing as well as the study of conditions the farmer should understand to produce intelligently and to adjust his production to the needs of consumption, are proper functions of the Department. The Department should inquire into all problems which bear upon the distribution of farm products, not alone their physical handling both on the farm and on the way to market, but the storage of surplus crops in time of plenty that we may have enough at fair prices in time of scarcity, the financing of such crops in order that the supply may be made continuously available at a fair price, and the efficiency and fairness with which these crops are handled all the way from the farm to the consumer.

This does not mean that the Department should assume the leadership in the organization of marketing or any other associations of farmers. Neither does it seem that the Department should have any active part in carrying forward the work of such organizations. It means simply that we should follow exactly the same policy with reference to marketing that we have followed with reference to production. The department does not send men to plow the fields or breed and feed the animals or harvest the crops. It tries to make available the most advanced knowledge concerning such operations in order that the farmer may improve his farming methods. So in the case of marketing it is not the business of the Department to organize marketing ass'ns, but it is properly its business to make available the most reliable information it can obtain concerning the organization and operation of such ass'ns.

These marketing organizations need information with regard to market conditions. In the case of perishable products, such as fruits and vegetables, they need daily information from the principal markets in order to know how freely to ship so that there may be an adequate supply evenly distributed instead of gluts in some markets and scarcity in others. More again in a case where the Department furnished the information but leaves it to the farmers and the farmers' organizations to act with freedom as they may see fit in the light of the information furnished by the Department.

Information is needed, also, with regard to the less perishable products, even with regard to such products as wheat and wool which are recognized as products which have a market which is world-wide and bring American farmers into competition with the farmers who are producing these products in the southern hemisphere and in Europe and in Asia. If farmers are to act intelligently in producing and selling these products it is very important that they have information with regard to the conditions of production and the supply available in all of these competing countries. They need also, to be kept informed as to the rate of consumption of the different farm products in the different parts of the world. The Department of Agriculture should furnish this information, both as to the supply and the demand. This information is important to farmers not simply at the time when the products are ready for the market but when the farmers are deciding what to produce.

And in its studies of the marketing of farm crops the Department may very properly go a step further. It should make thorough inquiry into the costs of marketing at every stage from the time the crops leave the farm until they reach the consumer. It should turn on the light. If there are points along the way at which there is unnecessary waste that should be made known. If there are men along the way who are taking too much toll for the service they render, that also should be made known.

A plentiful supply of food at prices which are just to both producer and consumer is vital to our national welfare and it is a proper function of government to do what it can to insure it. An accurate estimate of the fair cost of marketing the products of our farms is a necessary preliminary to any real improvement in our marketing system.

Only in the light of such knowledge can

farmers determine what changes should be made and what part they should have in them. There has been too much guess work in this matter of marketing. Many organizations have been formed when there was no need for them, and their failures have discouraged the formation of other organizations which were needed.

Such inquiry as the Department may make into this matter of marketing costs should be with the sole purpose of getting at and making known the facts in order that improvements may be made and costs lessened, whether by existing agencies or by others which may follow them. Its marketing experts should approach such studies in exactly the same spirit its scientific experts pursue their search for scientific truth. They must be free from preconceived notions and their inquiries should have nothing of the nature of persecuting investigations.

You are neither attempting to create a monopoly nor to fix prices. That, also, is exceedingly wise, for the creation of a monopoly, whether in grains or other necessities of life, is morally and legally wrong, and any effort either to create a monopoly or arbitrarily to fix prices will result in absolute and costly failure.

At this particular time prices of practically all farm products are not only far below the actual cost of production, but are relatively far below the prices of other basic commodities. Prices of many of the larger farm crops are well below the pre-war normal while almost none of them are above it. At the same time the basic commodities which enter into practically everything the farmers buy are from fifty to one hundred per cent, and more, above pre-war normals. In such a situation it is not strange that farmers should look for relief wherever they think it can be found. Nor is it strange that thousands of them should be willing and ready to adopt drastic measures to correct a condition which is as grossly unjust and which is causing widespread hardship and suffering.

But the more critical the situation the greater its need for keeping a level head. This is no time to be ruled by prejudices. This is no time for shallow thinking. We are in competition with the farmers of the world who have a supply of farm products far in excess of present demand. Our troubles are in large part due to world conditions which we cannot control, but to which we must adjust ourselves as best we may. It is not a time, therefore, to try quack nostrums which leave the patient worse at the end than when we began to use them.

This nation cannot hope to maintain its agriculture on a sound economic basis unless our farmers give attention to the business end of their business. As large producers they have been the best in the world. As salesmen they have been very, very poor. When prices have been good they have been happy and have taken little thought of the morrow. When prices have been unreasonably low they have complained bitterly and have struck out blindly, vainly seeking relief in ways that were utterly hopeless. Constructive action in a large way has been entirely lacking.

We have come to a time in our national life when our agriculture must be put on a sound economic basis. This is imperative if production is to be maintained and our people are to be fed at reasonable costs. It is a matter of pressing concern to both producer and consumer. It is therefore, a time for the farmer to abandon the negative and take the affirmative. It is a time to discontinue heedless criticism and take up constructive effort.

Plan of the Com'te.

Mr. Gustafson called on Clifford Thorne to present the report of the Com'te of Seventeen, embodying the plan.

Mr. Thorne clearly explained the principles controlling the plan and the reasons for its adoption, and pointed out the advantages of its freedom of action to the individual grower.

The report was then read.

Briefly, the U. S. Grain Growers, Inc., is chartered under the laws of Delaware, with the broadest powers to handle grain, without capital stock, and not for profit. Membership is limited to producers of grain and related products and the fee is \$10. Annual meetings are to be held in Chicago, Ill., commencing on the third Tuesday in March each year, to elect 21 directors. The Ass'n may provide, as considered advisable by the Board of Directors:

(a) Branch sales offices at important grain markets to handle the grain for each natural grain district;

(b) Terminal elevator service in connection with sales offices, either by contractual arrangements for same, or through the organization of a company, or companies, which may lease, buy or build terminal elevators;

(c) Facilities for financing the marketing of grain through the organization of a finance corporation whose capital stock shall be subscribed to by the members, so far as possible;

(d) Facilities for marketing the exportable surplus of grain.

The working capital will be provided by the initiation fees.

Section 4. Contracts. There shall be, among others, two series of contracts:

(1) Between the respective members and the local elevator companies or the grain growers' ass'n's; and

(2) Between the respective local companies or ass'n's and this Association.

Local companies or ass'n's shall be construed to include farmers' co-operative elevator companies, paying patronage dividends and organized under the co-operative laws of the State where operating; or where there is no such law then such farmers' elevators as meet the requirements of the U. S. Ass'n as to truly co-operative companies.

The individual farmer may deal with the organization thru the "Grain Growers Contract," under which he agrees to sell all his grain thru the local company for five years, but subject to termination on adequate notice in advance.

The grower may sell for cash at the price offered by the elevator company, or he may accept the pooling method, in which case the pool becomes the owner of his grain, to be paid for after disposed of and all costs of handling have been ascertained.

Completing the chain to the terminal market a contract also has been formulated between the local elevator company and the U. S. Grain Growers, Ltd., under which the latter will handle all the grain for members of the U. S. Ass'n, and this contract also runs for 5 years.

(g) The U. S. Ass'n shall undertake to sell said grain, together with grain of like classification and grade committed to the pool by other elevator companies, at its own discretion in respect to time, conditions and terms, at the best prices obtainable by it under market conditions, collect the proceeds, and shall pay over the net amount received therefrom, as payment in full, to the Local Pooling Committee or Committees participating in the pool, according to the value of the grain contributed by each of them, after making deductions for the cost of handling and such other charges against said grain as are authorized by this contract, and also making such credits as may be due.

Penalty Clause.—Section 14. On all grain which has been delivered to the Elevator Co., and covered by this contract which the Elevator Co. fails to market through the U. S. Ass'n in accordance with the terms and conditions herein stated, the Elevator Co. agrees to pay to the U. S. Ass'n and said U. S. Ass'n agrees to accept the following sums per bushel as liquidated damages: Beans, 15c; flax, 25c; wheat, 15c; rye, 12c; corn, 10c; spelts, 10c; barley, 10c; kaffir, 10c; oats, 6c, and other miscellaneous grains, 6c.

A heated debate on pooling took up much time; but an amendment to the report of the com'te providing that members must pool at least one-third of their wheat, was defeated by a vote of 61 to 38. Pooling was left optional with each member as provided in the com'te's plan.

The meeting adjourned on the second day, Apr. 7, with all set to go ahead with the organization of the U. S. Grain Growers, Ltd.

NORTH DAKOTA farms under cultivation in 1920 numbered 77,693, compared with 74,360 in 1910. "No need for the slogan 'Back to the farm' in our state" is the comment of A. J. Surratt, North Dakota Agricultural Department Field Agent.

HEARINGS on the financial condition of the Non-partisan, Co-operative Stores Co., now in the hands of a receiver, were held in the state district court at Minot, N. D., on April 9. W. G. Johnson, receiver and sec'y-treas. of the concern, is hopeful over the outcome of the business if North Dakota has any kind of a crop this year.

Salvaging the Northwestern Elevator Explosion Wreck.

More than 200 men are at work removing the grain and debris from the site of the Chicago & Northwestern Ry. Terminal Elevator at South Chicago, Ill., which was wrecked by the explosion of Mar. 19.

The grain is being taken away to other plants of the Armour Grain Co. for examination to determine the damage.

The bent and twisted steel structural work is being cut up and removed out of the way of the workers.

Some of the elevator legs have been fitted up temporarily to aid in the work of handling the grain; and several portable loaders are at work as well and one large pneumatic suction elevator.

The Armour Grain Co. is handling the salvage grain and the cost of its work will be charged against the loss. Vice Pres. H. D. Richeson is in charge of the work; and Charles Austin of the Chicago Grain & Salvage Co. is assisting him.

The insurance companies are represented by C. E. Metzler, who is on the ground to decide important questions that call for immediate decision.

Besides Mr. Geo. E. Thompson of the Armour Grain Co.'s regular staff, and Mr. Austin, Mr. Richeson is assisted by Chas. Madison, Geo. E. Connell and Arthur Jensen, outside grain salvage experts.

The John R. Thompson Co. has a contract to wreck the property and is clearing away the bent steel and broken concrete. Mr. Thompson was supt. of construction of the plant when built by the Witherspoon-Englar Co.

SOUTHERN FERTILIZER manufacturers have reduced their prices from 40 to 50 per cent since last February.

FRANCE'S Minister of Agriculture would continue the control of the grain trade "for the farmers own good notwithstanding their demands for freedom in trading."

TO ENCOURAGE the exportation of French products many French government officials have under discussion a plan whereby the exporter upon the payment of a premium will be guaranteed against loss on his export shipments up to 80%.

Reason for Odd Construction of Elevator Leg.

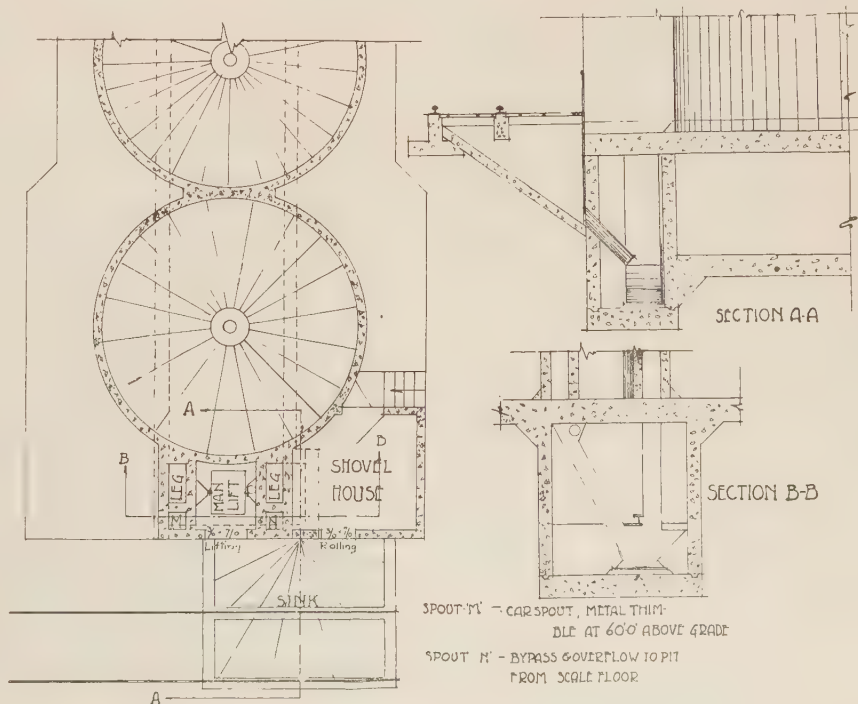
Grain Dealers Journal: In view of criticism of the construction of a concrete elevator leg casing as built in 1918 I would say that I do not advocate this method of construction unless conditions of restricted space, unusual location, and uncommon handling systems may only be met in this way.

This structure, designed and built for the Aunt Jemima Mills Co. at St. Joseph, Mo., was built among a group of closely placed buildings which comprise the pancake flour mill of the company and was planned to meet several very specific and fixed conditions; namely: to provide mixing facilities and storage for mixed raw grains so as to eliminate all but one eight hour shift for the working force in the storage annex. The location of the annex, in direct contact with the main milling and packing building on the north end and closely surrounded by other buildings, made it necessary to provide all approaches to the annex at the south end, hence the manlift, ladder, entrance, pit, etc. were concentrated here, as shown by the plan and cross sections reproduced in the engraving herewith.

The structure consists of three circular bins, 18 feet in diameter inside, with a height of 80 feet from slab to roof; the north bin being divided into three bins. The capacity is roughly 39,000 bus. The grain is carried from the head to the various bins by a screw conveyor at the roof level and is drawn out by a like means through a tunnel, traveling direct to the boot of a leg in the mill building. A Texas was provided above the bins to house the various mixing, weighing, and conveying machines and a large, four stack, vertical, tubular drier was installed in a separate building adjacent to the annex.—Fred Hornkohl, Jr., structural engineer, St. Joseph, Mo.

HOARDERS of food stuffs will no longer be prosecuted since the anti-hoarding provision of the Lever law has been declared unconstitutional according to solicitor general Frierson.

"DAYLIGHT SAVING" will be placed before the coming annual meeting of the Chamber of Commerce of the United States, in a resolution to be presented by the Board of Directors.



Odd Construction of Elevator Leg for A. J. Mills Co., at St. Joseph, Mo.

Seeds

COVINGTON, TENN.—M. A. Walker & Co. has installed a new seed grading machine.

NEW YORK, N. Y.—Marshall H. Duryea is now pres. of the Nungesser-Dickinson Seed Co.

THE large increase in the production of sunflowers for use as silage is resulting a large spring demand for sunflower seed.

KANSAS CITY, Mo.—W. W. Harnden, pres. of the Harnden Seed Co., passed away at his home last week after a short illness. He was 62 years old.

C. F. Wood, who has been in the seed brokerage business at Chicago, Ill., is now connected with the Chicago office of the Albert Dickinson Co.

THE IOWA LEGISLATURE is considering the adoption of a new seed law similar to the one before the California legislature, given elsewhere on this page.

SAN FRANCISCO, CAL.—The California Seed Co. has asked for permission to change from a corporation to a private firm because of excessive corporate taxation.

SAN FRANCISCO, CAL.—Harry R. Mitchell, formerly with the Germain Seed Co. of Los Angeles, Cal., has become a partner in the Sherwood Seed Co. of this city.

NEW YORK, N. Y.—The Atlantic Grass Seed Co. has registered the words "Atlantika" and "Wonderlawn" as its trademarks No. 136,733 and 136,734 for use on grass seeds.

THOMAS TOBIN, one of the widest known seedsmen in the southwest has formed the Thomas Tobin Seed Co., to succeed the Missouri Seed Co. of Kansas City, Mo.

DALLAS, TEX.—The warehouses of the Nicholson Seed Co. narrowly escaped damage when an enormous fire damaged buildings in the same block to the extent of \$150,000.

FRANKLIN, TENN.—W. A. Mefford, who has purchased the feed business of S. W. Aaron, has leased an additional warehouse and will specialize in handling seed millet.

SEED CORN handlers of Illinois were recently warned by Albert C. Wilson, chief Illinois seed analyst, that seed corn should be properly labeled before it is sold and shipped.

NEW ALBANY, IND.—The Emery Scott Seed Co. has registered a design containing the words "American Beauty Seeds That Grow" as its trademark No. 137519 for use on field and garden seeds.

SHELBYVILLE, IND.—Correl Eberhardt, until recently a farmer in this locality who specialized in the growing of high grade seeds, has taken over the seed and feed firm of Dorsey & Co. and will continue the business as Eberhardt & Co.

COLUMBUS, WIS.—In order to secure a better quality of cane for the manufacture of sorghum the Columbus Sorghum Co. has secured a large lot of choice tested cane seed and is distributing it free of charge to the nearby farmers.

SALT LAKE CITY, UTAH.—The Utah Seed Marketing Ass'n on March 27 announced the successful marketing of more than 1,250,000 lbs. of Utah alfalfa seed, the largest single shipment of seed ever sold direct from the grower to the distributor. The purchaser was the J. G. Peppard Seed Co. of Kansas City, Mo., represented in the sale by C. P. Peppard and J. L. Peppard.

CHARLES JOHNSON of Philadelphia, Pa., and a representative in this country for Denaiffe & Sons, large dealers in seeds in France, passed away Mar. 29 at the age of 79. Mr. Johnson was well known in the seed business as an authority on seeds and seed production

and has done considerable writing. He was a veteran of the civil war and was a member of the Sons of the Revolution.

A PURE SEED bill introduced into the Pennsylvania legislature by Rep. C. R. Jordan of Lawrence would limit the amount of weed seeds permissible in seed, confer broader powers on the inspection department and would require that seed be labeled with the name, germinating value and origin. The proposed law is an improvement over the old 1913 law and was drafted by Sec'y of Agriculture Fred Rasmussen.

NEARLY 9,000 samples of seed have been submitted to the Illinois Seed Analyst since July 1, 1920, for examination. In a report of the Illinois Dept. of Agriculture made public Apr. 1, it was claimed that nearly 10% of the corn samples sent in were not suitable for seed purposes. A suggestion to Illinois dealers says: Dealers who buy from the wholesaler outside this state should be careful to buy only such grades as will pass the requirements of the Illinois seed law.

AS A RESULT of twenty-four years of intensive study and experimental work the University of Illinois recently announced that the protein content of one kind of corn was increased from 10.92 to 14.70%. Other experiments covering 14 years on a one-eared variety of corn has resulted now in 85% of the stalks carrying two or more ears. In the last six years a new high yielding strain of corn was developed which averaged 55 bus. per acre.

A BILL A. B. 81 introduced into the California legislature would label all seeds sold within the state with the name, bushel weight, approximate purity, approximate percentage of weed seeds, the kind of weed seeds, and the approximate percentage of germination. California at present has no seed law or seed regulations and many reports have been made of the dumping of poor seed on California farmers. Another bill S. B. 7 appropriates \$30,000 for the establishment of a seed testing laboratory and for the enforcement of the seed law.

SEED EXPORTS from Holland are again assuming prewar proportions according to Consul General George Anderson at Rotterdam. During 1920 the following seeds were exported: \$974,233 flaxseed; \$218,048 rape; \$243,630 poppy seed; grass seed, \$117,775; clover, \$135,158 and beet seed, \$191,324. About 75% of the flaxseed went to Ireland while the United States has taken three quarters of the poppy seed and about 20% of the grass and clover seeds. Germany has also been one of the best customers of the Holland seed merchants.

TOLEDO, O.—April clover prices are question of demand. March clover shipments 19,544 bags against 5,741 year ago. Stocks declined 7,600 bags for the month. Year ago stocks declined only 3,000 bags during March, but was due to early season demand, railroad strike and severe weather. This was at the expense of March-April requirements. March went out like a lamb. Longs as anxious to liquidate as shorts were to cover. Considerable seed delivered on March contracts. Some accepted delivery and are shipping the seed. October clover ruled weak, selling down to new low point for the season. The sharp liquidation in grains also affected clover. There appears to be a good demand on the scale down.—Southworth & Co.

TOLEDO, O.—March clover expired like a lamb. Cash generally commands a premium first ten or fifteen days of April. The urgent cash demand is over. Season has been early. As soon as cash and April shake hands, there will probably be a few deliveries. Open trades in April are small and scattered. October is the active month. Providence has been smiling on the bears, but crop has a long road to travel. Low point generally occurs before May first. High point has occurred after August first every season, but one, even on

big crops. Present price is practically on a pre-war basis. Bears have been encouraged by the decline in grains. Timothy needs better cash demand. Stocks are still liberal, but much is discounted in the price. Open trades in April and May are small.—C. A. King & Co.

EVANSVILLE, IND.—Guy M. Purcell, former manager and vice-pres. of W. H. Small & Co., wholesale seed distributors, has filed suit against the Small Co., asking judgment in the sum of \$15,000. H. J. Brinker, George S. Vickery and Simon V. Levi, local business men, have filed similar suits, asking judgment for stock purchased in the company. Purcell has \$14,500 worth of stock alleged to have been subject to redemption at par value at any dividend paying period. Purcell complains that he recently applied at the Mercantile-Commercial bank here, trustee for the Small Co., for his stock and that his request was refused. Similar allegations were set out in the suits of Brinker, Vickery and Levi. Brinker alleges he has \$1,200 worth of stock and he asks for \$1,300 judgment, while Vickery who holds \$500 worth asks for \$600. Levi asks for \$3,500.—C.

TOLEDO, O.—Clover lost ground. Usual crowd of longs who run away from actual delivery spilled their loads, big and little. From \$2.85 down to \$2.65 a lot was taken over by new bulls, or believers in better prices eventually. Future price depends on stocks in all positions, and if demand sufficient to absorb the bulk of it. If Toledo is a criterion then stocks are less than half a year ago. Been moving out of here in fair volume lately, and if continues for a few weeks Toledo will be pumped dry. Feature of the market has been the demand lately for the old crops. Quality best ever. Trade expected to extend into August. September becoming more active. Fair trade this week. Some switched their April and May to September. Some September longs switched theirs back to May. Figure a good stiff demand this spring would bring better results.—J. F. Zahm & Co.

From the Seed Trade.

GOODRICH, N. D., Apr. 1—Flax acreage will be very small.—A. A. Hendricks.

WOODWORTH, N. D.—Flax acreage in this section will be reduced 50%.—F. M. Cook.

GOODRICH, N. D.—Flax acreage will be reduced 50% this season.—Goodrich Grain Co.

NEWVILLE, N. D.—Flax acreage will be reduced 90%.—Newville Elevator Co.

TOWNER, N. D., Apr. 1—There will be no flax sown in this section.—G. B. Marlin Elevator.

WIMBLEDON, N. D.—Flax acreage will be decreased about 20%.—H. T. Morrow, mgr., Frazier Farmers Co-op. Elevator Co.

ST. THOMAS, N. D.—There is plenty of seed in the Red River Valley, but we have heard there is a shortage of seed in the western part of the state.—James Whelan.

BATHGATE, N. D.—On account of the low price of flaxseed and the expense connected with handling this crop the flax acreage in this section will be reduced 50% this year.—J. O. Mahoney, mgr., Farmers Elevator Co.

CHATSWORTH, ILL.—This spring, there has been increases as high as forty per cent in grass seeding. If we have a good season for clover the grain acreage will be cut considerable next year. We do not look for a surplus of seed in this section.—Clair Kohler, mgr. Kohler Bros. Grain Co.

ST. LOUIS, Mo.—We compute the acreage of new seeding to be not above normal, notwithstanding discouraging prospect for prices of grain. However, farmers are buying more at home than usual, as is natural, because they can see the fields of grass before the seed is gathered. The weather has been most favorable for fields of grain and grass in the vicinity of St. Louis.—Chas. E. Prunty.

DECATUR, ILL.—There has been the largest acreage seeded to clover this spring that has ever been known. If this seeding comes thru all O. K. it will reduce the grain acreage 25 to 33% for 1922. There will not be much change in the grain acreage for 1921. There is some complaint right now of the new sown clover being killed by the frost. We do not know definitely about this.—Morris Imp. & Seed Co.

SIoux CITY, IA.—Our grass seed trade has been unusually large this year. A much smaller acreage of corn will be planted in this section of the country. The farmers seem to be planting considerable acreage of small grain and that we presume is the reason for the unusual demand for field seeds. We do no seed grain business, but we know that large acreages of both wheat and oats are being planted.—Sioux City Seed Co.

MINNEAPOLIS, MINN.—We think it is entirely too early to judge as to what acreage will be planted to flax this year. The flax acreage in this country has nearly always been on new breaking, and the price does not seem to materially effect the acreage one way or the other. For a number of years the linseed oil manufacturers and the paint manufacturers contributed considerable sums of money to encourage the growing of flax, but their efforts apparently had no effect on the acreage planted.—Midland Linseed Products Co., E. C. Bisbee, vice-pres.

POWELL, OJATA, P.O., N. D., Mar. 28—I am sure the wheat acreage will be decreased 50% this year. I know of several cases where parties wish to buy seed wheat. They have tried to borrow the money so as to buy the wheat from our elevator for \$1.75 per bu., but they cannot get a cent. The seed house will sell them seeds at \$2.75, 10% interest and a seed lien. What is the use of planting wheat in that case? You can figure it will take at least 4 bus. next fall to pay for seed for one acre. Ten bushels is a good average crop in this locality. This would leave 6 bus. to pay interest, taxes, etc. It's no use.—Powell Elevator Co., James Earl, mgr.

NEW ALBANY, IND.—The seed business has been exceptionally good with us during the past ninety days and have enjoyed the largest trade in the history of our seed business. Our volume of business so far this year is equal to that of last year. Last year the seeds that we handled were about three times as high as this year, consequently we have handled about three times as much. We find that the farmers have sown a very large crop of clover and believe they are feeling pretty good in general. They appreciate everybody's position of having to take a little bitter with the sweet and are all in hopes that everything will be normal by the end of the year.—Emery-Scott Seed Co., by C. M. Scott.

NEW ENGLAND crop reports are to be commenced soon by the Bureau of Markets by combining the facilities of the New England states with the facilities of the Bureau.

Seeds Movement in March.

Receipts and shipments of seeds at the various markets during March compared with March, 1920, were as follows:

FLAXSEED.				
Receipts		Shipments		
	1921.	1920.	1921.	1920.
Chicago, bus.....	45,000	84,000	8,000	11,000
Duluth, bus.....	46,617	90,199	.....	.....
Milwaukee, lbs.....	20,700	31,170	.....	.....
Minneapolis, bus.....	421,260	427,670	61,560	35,150
New York, bus.....	32,000	.....	.....	.....
Winnipeg, bus.....	430,000	.....	.....	.....
TIMOTHY.				
Chicago, lbs.....	4,056,000	3,115,000	5,387,000	3,365,000
Milwaukee, lbs.....	979,286	44,152	304,381	429,172
Toledo, bags.....	1,030	15,373	14,820	13,289
CLOVER.				
Chicago, lbs.....	4,062,000	2,239,000	2,914,000	856,000
Milwaukee, lbs.....	872,921	466,439	1,647,565	317,993
Toledo, bags.....	14,983	2,168	22,083	9,306
OTHER GRASS SEEDS.				
Chicago, lbs.....	1,955,000	3,660,000	4,884,000	2,513,000

Rejection of Seed Not Effective without Test.

The Supreme Court of Nebraska on Jan. 19, 1921, gave J. Frank Corry judgment against the Waldron Seed Co. for the value of 1,098 lbs. of melon seeds delivered on a contract calling for 85 per cent germinating vitality.

When Corry brought suit to recover the contract price defendant, Waldron Seed Co. alleged that the seed did not possess a germinating vitality of 85 per cent. The court held this to be a good defense as acceptance of seed on delivery is subject to subsequent test; but in its first answer defendant did not plead such test was a custom of the trade, and the contract did not specifically provide for the test, so that the court denied defendant the right to present evidence of the germination vitality.

The Supreme Court said: It was possible for the defendant to have pleaded that such a test was practicable or a custom of the trade, that it had received the seed upon that condition, and that it had within a reasonable time subjected it to test, found it inferior to the contract requirements, and refused to accept it. Thus the defendant might have treated the stipulation as to the germinating vitality of the seed as a condition precedent to the plaintiff's right to recover for the price, but the answer contains no such averments. It did, to be sure, aver that the seed did not have the specified germinating vitality, but, as we have seen, that fact could be put in issue only as dependent upon a test within a reasonable time, which, in turn, was dependent upon whether such a test was practicable or customary, and we are not entitled to assume, as a matter of law, either of those facts.—181 N.W. Rep. 540.

The New Sec'y of Agriculture.

Coming from Ireland in 1830 the grandfather of Henry C. Wallace settled on a farm in Pennsylvania, and his son, entering the ministry, removed to Iowa, but his health requiring an outdoor life he resigned his pastorate and developed several farms he had acquired in Adair County. On these farms as a boy the future sec'y of agriculture gained his first knowledge of farm life during the summer vacations, from the public schools at Winterset, which he attended.

In 1885 he entered the state agricultural college at Ames; but two years later took the management of one of the family's 320 acre farms, which he worked for 5 years.

While on the farm Mr. Wallace began writing occasional articles for agricultural papers in Iowa and Illinois. Some of his work in this direction attracted the attention of Professor W. A. Henry, director of the experiment station and professor of agriculture at the University of Wisconsin. Professor Henry was regarded as the leading agricultural scientist of this day.

When Professor Henry learned that young Wallace had not completed his college course,

he insisted emphatically that this was a mistake. At his urgent invitation Wallace visited him at Madison. He returned home by way of Ames. There James Wilson, later to be sec'y of agriculture for sixteen years, had recently become professor of agriculture and director of the experiment station.

The upshot of the trip was that in the spring of 1892 Wallace closed out his farm interests, rented the farm, and with his wife and children went back to Ames. He completed the junior and senior work in one year, graduated in the fall of '92 and in the spring of '93 was made assistant professor of agriculture by "Tama Jim."

Later he became editor of the *Iowa Homestead*, and with his brother John P. Wallace and father bought the outstanding interests and in 1895 began publishing *Wallace's Farmer*.

For 17 years Mr. Wallace was sec'y of the Corn Belt Meat Producers Ass'n. In 1887 he was married to May Brodhead and has a stalwart family of three sons and three daughters.

Hubam Clover.

The new annual sweet clover of the Iowa Experiment Station is becoming a favorite, since the station in 1918 sent out small samples, 50 seeds to each of the larger seed companies, and 100 seeds to each experiment station in the United States.

One Iowa seedsman sold several hundred pounds of this seed last year at \$16 per pound (\$960 per bushel). This year he had about six acres, the seed from which he sold at \$5 a pound, netting him over \$2500 an acre. The seed is now selling at \$10 per pound.

Over 45,000 samples were distributed by the station in 1920. Requests for samples should be addressed to the Farm Crops Section, Ames, Ia.

Following spring wheat the new clover made a growth of from 2½ to 3 feet when medium red clover seeded under identically the same conditions did not cover the wheat stubble. By weight, the new clover produced six times as much nitrogenous material for plowing under as was produced by the medium red clover.

When Professor Hughes found a few plants of the new clover growing in a mixture in one of 500 different seedings in the greenhouses at Ames he gave it as his opinion that, instead of originating at Ames, apparently it was growing wild in some undiscovered spot and that the seed had become mixed in harvesting. Following the distribution of thousands of samples of this seed in the spring of 1920, rumors that the new clover was already growing there came from over half the states of the union. All of these reports were investigated without finding anything of the real source of the new clover. Finally a report from Alabama gave a promising clue. Mr. Hughes spent the month of July in that state studying the sweet clovers which grow in profusion throughout the "black belt" there. He is of the opinion that he found the very plantation on which the first mutation occurred, probably over 30 years ago, but because the new clover made nearly as much growth in 4 months as the common kind did in 2 seasons the fact that there really were two kinds had never been fully appreciated.

Alabama farmers have become very much interested in this clover since its discovery. There will probably be a lot of common sweet clover seed put on the market at a high price under the name of annual. In order to counteract this as much as possible the planters in the vicinity of Newbern, Alabama, on whose plantation this clover was found to be growing have organized themselves as the Alabama Annual White Sweet Clover Seed Growers' Ass'n.



Henry C. Wallace, Washington, D. C., Secretary of Agriculture.

Feedstuffs

ST. LOUIS, MO.—The St. Louis Food Products Co. has filed a petition in bankruptcy.

HUGOTON, KAN.—The Dodge City Alfalfa Mill Co. contemplates building this spring.

STEWARTSON, ILL.—Ralph Whitacre has bought the feed business of Floyd Whitacre & Co.

OMAHA, NEB.—The plant of the Corn Derivatives Co. was recently damaged \$50,000 by fire.

WOOSTER, O.—The Wooster Grain & Seed Co. contemplates the establishment of a mixed feed plant.

SHEBOYGAN, WIS.—The Falls Roller Mills Co. has increased its capital stock from \$40,000 to \$150,000.

EMMET, IDA.—The alfalfa meal mill of the James E. Clinton Sheep Co. was recently damaged \$60,000 by fire.

DEFAULT in feed sales costing over \$40,000 is largely the cause of the failure of the Hinds Grain Co. at Kansas City, Mo.

BRADFORD, PA.—The feed mill and warehouse of A. P. McConnell & Co. were damaged \$10,000 by fire on Apr. 5.

OLEAN, N. Y.—The Acme Milling Co. is building a feed mill at Allegheny, N. Y., to take care of the local business.

CROWLEY, LA.—A. Betamy, in the rice warehousing business here, is now handling a complete line of stock feed.—H.

BUFFALO, N. Y.—M. C. Burns, pres. of the Traders & Producers Supply Co., is recovering from a severe attack of pneumonia.

DOVER, O.—The Immel Feed & Milling Co. has purchased a nearby building which it intends to use as an additional warehouse.

OKLAHOMA CITY, OKLA.—The Corn Products Sales Co. of Jersey City, N. J., has been granted permission to operate in Oklahoma.

DEWITT, IA.—L. V. Maulsby of Dubuque, Ia., has been investigating this city with a view of finding a location for a new feed mill.

FARGO, N. D.—The Fargo Mill Co. contemplates making many improvements, including the building or leasing of a warehouse for feed.

MINNEAPOLIS, MINN.—J. C. Miller, Frank Klein and E. H. Conary have formed a partnership and will conduct a feed and hay business.

LAFAYETTE, IND.—The Lafayette Corn Mills has announced its retirement from business because of the depressed corn trade conditions.

GRAIN SCREENINGS which were bringing \$35 per ton at Minneapolis, Minn., a year ago may now be had by payment of the switching charges.

FEED MANUFACTURE, proper feeding methods and the results from the scientific feeding of livestock are clearly shown in a motion picture film which the feeds department of the Portland Flouring Mills Co. is having shown all thru the Pacific Northwest for the education of dealers, farmers and livestock feeders who handle or use manufactured feed.

Feedstuffs Movement in March.

Receipts and shipments of feedstuffs at the various markets during March compared with March, 1920, were as follows:

	Receipts		Shipments	
	1921.	1920.	1921.	1920.
Chicago, lbs.	31,691,000	58,593,000	67,537,000	132,949,000
Cincinnati, tons	1,350	3,750		
Milwaukee, tons	1,440	3,030	17,871	17,965
Minneapolis, lbs.			17,746,546	11,907,909
Kansas City, tons	3,180	4,000	17,520	12,340
Peoria, tons	10,860	14,220	12,940	18,210
St. Louis, sacks	95,930	178,980	129,420	193,000
S. Francisco, tons	5,019	4,716		

THE OTTO WEISS Alfalfa Stock Food Co. of Wichita, Kan., has established feed distributing agencies at Los Angeles, Cal., and Tulsa, Okla.

SCRANTON, PA.—The Miner-Hillard Co. is having plans made for new buildings which will be used for the manufacture of dairy and chicken feeds.

OSWEGO, N. Y.—The Oswego Food Products Co. has leased a warehouse and contemplates entering the feed and starch manufacturing business.

CARROLLTON, KY.—The Carrollton Sand & Gravel Co. has purchased the Hardesty Supply Co. and announces that it will carry a complete line of feedstuffs.

RICE BRAN, polish, grits and the low grade red rices are claimed by many southern rice millers to make excellent feeds when mixed with corn, oats or kafir.—H.

KIRKLAND, WASH.—The interest of John Fisher in the Fisher-Todd Feed Co. has been purchased by Louis Todd. The business will continue under the present name.

MEMPHIS, TENN.—John B. Edgar, of the Edgar-Morgan Co., long known as the fireman-feed manufacturer, has resigned his position as Fire Commissioner of Memphis.

SHELBYVILLE, IND.—The new firm of Eberhart & Co. which has taken over the firm of Dorsey & Co., will besides carrying seed handle a full line of stock and chicken feeds.

REDMOND, ORE., Apr. 1—Much hay is still unsold in this section. Best alfalfa is selling at \$13 per ton on track at Redmond.—Farmers Warehouse & Milling Co., per B. K. Carroll.

HAMMOND, IND.—The Nowak Milling Co., operating here and at Buffalo, N. Y., has registered the words "Domino Peppolene" as its trade mark No. 141,600 for use on horse feeds.

ROCKFORD, ILL.—The Chicago Grain Products Co., whose incorporation was announced in Journal of March 25 has purchased the old Rockford distillery of Graham Bros. for \$110,000.

APPLETON, WIS.—The Willys Co. recently incorporated for \$125,000 has taken over the Willys & Co. Flour Mills and now contemplates the installation of new mixed feed machinery.

PULLMAN, WASH.—The three-story chop mill owned by Dale Jones burned March 23. Damage estimated at \$25,000. The insurance on the building will approximate \$7,000, with about \$2,000 on the machinery.

SOUR LAKE, TEX.—I was recently manager of the Wadman-Ross Grain Co. here until they sold to the Sour Lake Grain Co. on Feb. 1. I entered the commission feed business March 1.—H. L. McGuire.

SIOUX CITY, IA.—George P. Johnson of the Alfalfa & Cereal Milling Co., who was charged with embezzlement and larceny, has been re-indicted since the former charge was found to be faulty.

LAMADA PARK, CALIF.—We are building the addition to our present plant to house new mixing machinery. When completed these improvements will treble our output of mixed feeds.—Amber Grain Co.

THE FEED COM'ITE of the St. Louis Merchants Exchange has referred the National trade rules for the feed trade to the exchange directors with recommendations that they be adopted by the exchange.

BALTIMORE, MD.—The Baltimore Pearl Hominy Co. is now in the hands of William O. Peirson, receiver. In the bill of complaint it is alleged that the concern has outstanding notes of about \$450,000 and has an open account indebtedness amounting to \$75,000.

THE GRAIN DEALERS JOURNAL has rendered us invaluable service and information and we intend to always make a place for it on our desk.—C. E. Heckle, Jr., National Brokerage Co., dealers in feed, grain and cottonseed products.

ITASCA, ILL.—A petition has been filed against the Dairymen's Feed Co. by the Dairymen's Bank of Itasca. The petition states that the defendant recently paid the Itasca State Bank the sum of \$600 with intent to prefer them among its creditors.

ST. LOUIS, MO.—For the account of whom it may concern, three cars of brown shorts were on Mar. 22 auctioned off on the St. Louis Merchants' Exchange for \$21.50 per ton. The cars had been consigned to the Purina Mills and were purchased by Eugene Dreyer.

BUHL, IDA.—The business men of Buhl hope to rebuild the plant of the Buhl Feed & Flour Co. that was recently burned. A new company to have a capital stock of \$100,000 is being organized. A. H. Dixon, was a member of the board of directors of the concern operating the burned mill, started the campaign to rebuild the plant.

SPOKANE, WASH.—The Sperry Flour Co. has commenced the operation of its new mill for the manufacture of dairy, stock and poultry feed. The building is a one-story concrete structure, 50 by 150 feet. Construction was begun last fall and completed about the first of the year. J. K. Smith, manager of the Sperry mill, states that the new feed mill has a capacity of 100 tons a day.

A COMPLAINT has been filed with the California Railroad Commission by the Nichols-Loomis Co. operating at Los Angeles and Santa Ana that the carriers of California are discriminating in transit charges on mixed feed by allowing transit privileges on mixed feeds containing 20% or less nontransit ingredients and denying the privilege to those feeds containing more than 20% nontransit ingredients.

POTATOES are being used as cattle feed and potato shipments are falling off because of the high freight rates, according to A. W. Aamodt, manager of the Minnesota Potato Exchange. Mr. Aamodt says the average charges for shipping a car of Minnesota potatoes this year averaged about \$41 per car more than the average charges last year, while at the same time potatoes in Minneapolis are bringing less than \$1 per hundred or about one-fifth of the price received a year ago.

WEED SEED often separated by seed handlers and elevator operators who reclean their seed was investigated recently as a food for young chicks by the Kansas Experiment station. Small chicks allowed to go hungry it was found refused to eat the seeds of the following: Wild oats, wild buckwheat, lambs quarter, corn cockle, wild pepper grass, charlock, large crab grass, stickseed, water smartweed, curled dock, western wheat grass, cheat and the numerous wild mustards.

GOVERNMENT coal control is losing \$2 per ton on all coal now mined in Great Britain. In Wales the loss is \$2.75 per ton. The government which was to decontrol the mines Aug. 31, has set the date ahead to March 31, to get out sooner. The government has been losing \$20,000,000 a month. As the owners, resuming control, will be unable to raise the price of export coal there is expected to be a clash with labor which is completely organized. One reason for the heavy loss is the output bonus wage granted in October to settle the coal strike.

A FEED MANUFACTURER purchases the ingredients of feeds at a less cost than is possible for the dealer, the farmer or the feeder owing to quantity purchases, carefully trained buying organization and knowledge of readily available sources of feedstuffs. He is able to use in his compounded feeds vast quantities of ingredients of recognized feeding value that the farmer could not regularly purchase in small quantities—such as tankage, meat scrap, black-strap molasses, buckwheat, corn germ meal, groats, sunflower seed, distillers' grains, grain screenings, oil meal, gluten meal, alfalfa meal, soy-bean meal, etc.—Feed Box, in suggestions to feed dealers.

C. J. KRUESINGA of the Monarch Coal & Feed Co., Chicago, Ill., passed away recently at his home in a suburb of Chicago after a brief illness. Mr. Kruesinga had been active in the feed business in Chicago for many years and at one time was pres. of the Chicago Feed Dealers Ass'n.

Alfalfa Meal Outlook Optimistic.

BY FLOYD WILSON.

We believe the outlook for the alfalfa milling business is exceptionally good. The mixed feed manufacturers have learned that the secret of their success as manufacturers of feed and the popularity of the different mixtures depend to a very marked degree on whether or not a very liberal percentage of alfalfa meal has been included in the mixture.

Yes, the alfalfa milling business will come back, and by next fall all the alfalfa mills in the West will be turning out their usual tonnage of meal. By that time "hang over" stocks of meal will have been exhausted, losses will have been charged off, and business will be back to normal. I cannot think of any other line of business that has been reduced to the pre-war level and stabilized as quickly as the alfalfa meal business. New meal will be offered on the average pre-war basis, burlaps will be down to \$70 or \$80 per thousand, and the buying market will have renewed confidence. Mixers will not hesitate to book two or three thousand tons the same as they did in years past, as they will know that the price is right, and the tendency of the market during the late fall months will be upward rather than downward, as it has been during the past year.

Looking into the future, there is only one disturbing factor in the alfalfa meal trade, and that is the freight rates. The alfalfa millers during the past six months have made a concerted movement to secure reduction in rates, and we have every assurance that the reduction will be made before June 1st. The Iowa corn farmer who has been getting 38c per bushel for his corn and sending it to market on a 22c per cwt. freight rate is only paying 33 1-3 per cent of the local market price of his corn. What is true of corn is equally true of corn meal and cracked corn. On the other hand, the Colorado farmer sells his hay to the mills for \$6.00 per ton, and to market this product in Chicago, St. Louis, or Memphis, the alfalfa miller has to pay 175 per cent of the purchase price of alfalfa to cover the freight charge to market.

A reduction in the rates on alfalfa meal would not in any manner disturb the corn market any more than a reduction in rates on beaver board would affect the lumber industry, or a reduction in the freight rates on honey would affect the sugar industry. The practice of the railroad traffic heads in coupling our industry up with the grain industry and being fearful of changing our rates lest grain rates be disturbed is fundamentally wrong. Alfalfa meal is nothing more or less than chopped hay, and should enjoy a much lower rate than grain rates to Eastern and Southern markets.

So, the trade may feel reasonably secure in moving the new crop of alfalfa meal on at least a 33 1-3 per cent and possibly a 50 per cent reduction in freight rates.

Another feature that is bound to be of material benefit to the alfalfa miller is the fact that the coming season he will be able to finance two and a half tons of meal packed in burlap bags and stored in his warehouse for the same amount of credit that it formerly took to finance one ton. To our minds the depression during the past seven or eight months, as costly as it has been to our industry, is in fact a most fortunate thing. Presuming it would have taken five years to readjust markets to pre-war normal basis, and during this period of five years the tendency of the market would always have been

downward. The trade would have taken much greater losses on meal than they have. The alfalfa millers would not have been able to stand the strain and the entire buying trade would have lost confidence in alfalfa meal.

As it is today in the short period of seven or eight months the farmer has become educated to a pre-war level for his hay; burlap manufacturers are quoting bags at the same basis they did ten years ago; the common laborer has been educated to a 25c per hour wage; and from all these facts there it but one deduction, and that is stabilization of the alfalfa meal industry and renewed confidence in the buying public. The readjustment has been severe, but how much better it has been that it has been brought about so quickly, than if it had taken a period of years with a gradual downward market, to bring this about.

Eastern Federation of Feed Merchants Meet.

The annual meeting of the Eastern Federation of Feed Merchants was held at the Bancroft Hotel, Worcester, Mass., on March 25. More than 100 representatives of the feed trade were present.

The entire meeting was largely an open discussion between members on the problems confronting the feed trade. "Co-operative buying organizations and their activities," "the advisability of adopting a uniform sales form," "a condemnation of the commercial duties the county agents have taken upon themselves rather than aiding farmers in cultivating their soil" and "the problems confronting various dealers" are a few of the many topics discussed.

Following the afternoon session the merchants dined together and the evening was devoted to entertainment.

Adulteration and Misbranding.

Under the Food & Drugs Act the following judgments were recently rendered in the United States District Courts for the Bureau of Chemistry:

The Langenberg Milling Co., Republic, Mo., was alleged to have shipped rye shorts in packages on which the quantity was not plainly and conspicuously marked and which contained some corn feed. Pleaded guilty, fined \$20.

The Osage Cotton Oil Co., Ft. Smith, Ark., shipped cottonseed meal containing 7.21% ammonia, 37.06% protein and 12.93% crude fiber in packages labeled "Crude fiber 12 to 8%." Protein 43 to 48.02%, Ammonia 8½ to 9½%. Fined \$20 and costs.

The New South Oil Mill, Helena, Ark., shipped cottonseed meal containing 33% cottonseed hulls into Indiana. The meal was also claimed to contain 36% protein, whereas it contained but 32% protein. Pleaded guilty; fined \$50 and costs.

The Cameron Cotton Oil Co., Cameron, Tex., labeled cottonseed meal containing 39.11% protein "not less than 43% protein." Pleaded guilty; fined \$25 and costs.

The Hunt County Oil Co., Wolfe City, Tex., labeled cottonseed cake "protein not less than 43%. Fat not less than 6%." Bureau of Chemistry analysis showed presence of 39.9% protein and 5.16% fat. Pleaded guilty; fined \$100.

George B. Mathews & Sons, New Orleans, La., labeled molasses feed containing 8.73% protein and 3.19% fat. "Protein 11% and fat 3.50%." Pleaded guilty; fined \$10.

The Union Seed & Fertilizer Co., Helena, Ark., shipped a quantity of cottonseed meal into Indiana which was labeled "36% crude protein." Bureau of Chemistry analysis showed 32.8% protein. Fined \$50 and costs.

The Logan County Cotton Oil Co., Paris, Ark., shipped cottonseed meal into Illinois labeled "Ammonia 8%, protein 41%, crude fiber not over 9%." Bureau of Chemistry analysis showed 7.33% ammonia, 37.7% protein and 14.1% crude fiber. Pleaded guilty; fined \$10 and costs.

F. W. Brode & Co., Memphis, Tenn., shipped cottonseed meal that was not properly marked with the quantity and labeled "protein 38.5%," whereas the meal contained 37.5% protein. Fined \$50 and costs.

The DeSoto Oil Co., Memphis, Tenn., did not properly label package containing cottonseed meal with the quantity. It also claimed the meal to contain "5.93% nitrogen, an equivalent of 7.21% ammonia," whereas the article did not contain the 7.21% ammonia equivalent. Pleaded guilty; fined \$100.

Additional Feed Regulations for Wisconsin.

A bill, 190-S, introduced in the Wisconsin Senate by Senator Skogmo proposes to change the present method of licensing handlers of feed. Instead of the annual \$25 fee it makes the following provisions which were recently condemned by the large millers in Milwaukee.

Every manufacturer, importer, agent or seller of any concentrated commercial feeding stuffs, shall pay annually to the commissioner of agriculture an inspection tax or fee of ten cents per ton of two thousand pounds for all commercial feeding stuff sold, offered or exposed for sale or distributed in this state, and shall affix to or accompany each lot shipped in bulk, and to each parcel of such commercial feeding stuff a tag stamp or label to be furnished by the commissioner of agriculture stating that all charges specified in this section have been paid.

The commissioner of agriculture is hereby empowered to enforce the provisions of this act and to prescribe the forms of tags, stamps or labels to be used to show that the inspection, tax or fees has been made and to prescribe and enforce such rules and regulations relating to the sale of commercial feeding stuffs as he may deem necessary to carry into effect the full intent and meaning of this act, provided the said commissioner shall not be required to sell tags, stamps or labels, except in amounts having a value of five dollars or multiples thereof.

The commissioner of agriculture is authorized in person, or by deputy, to have free access to all places of business, mills, buildings, carriages, cars, vessels and parcels of whatever kind used in the manufacture, transportation, importation, sale or storage of any commercial concentrated feeding stuff, and shall have the power and authority to open any parcel supposed to contain any commercial feeding stuff, and tender and full payment of the selling price of said sample to take therefrom in the manner prescribed in this section samples for analysis.

FLUCTUATING minimum prices for Argentine wheat probably will be established bi-monthly.

ADDITIONAL aid for tenant farmers is provided for in a bill that has passed the Iowa legislature.

THE BRITISH GOVERNMENT recently contracted for 139,000 bus. of Manchurian wheat, April shipment, at \$1.71½ per bu.

WHEAT purchases will be discontinued until May 17, according to an April 4 announcement of the British Wheat Commission.

SPANISH FARMERS without funds but with bountiful supplies of grain have asked permission to pay their income taxes in farm products instead of money.

APPEALING to the members of the Kansas Grain Dealers Ass'n to help the starving Armenians Sec'y Smiley of the Kansas Grain Dealers sent the following message to members: There is not a farmer in the state of Kansas but what can afford to contribute at least one wagon load of grain for this worthy cause, and I believe that if their attention is called to the desperate plight these people are in that they will respond generously. Every pound of grain contributed will go direct to these people after having been ground and sacked. The elevator owners and operators have been asked to receive all grain offered and see to its loading.

Elevator Construction Practice

From an Address by A. C. Rynders, Wichita, before Mill and Elevator Insurance Field Men's Ass'n.

In our limited experience in building elevators, we have come to the conclusion that the most important part of the elevator, from our point of view, is the foundation. It makes no difference what kind of an elevator you build, or how good, if the foundation is defective it is almost impossible to fix it up in any way. Any other part of the elevator can be cobbled more or less. We believe that the foundation should be the very beginning of the rate basis on an elevator.

Foundation: We have always made it a practice with bins 10 feet square or less to make an inch of footing for each foot in height. We have never had a foundation built under these specifications that has ever given us a minute's bother.

The writer can well remember one time when we took a contract from an Oklahoma party and it was his desire to build his own foundation, as he had a mason who was indebted to him and he thought this was the only method of collecting his account. This was entirely satisfactory to us, so he sent the mason down with the plans to excavate and build the foundation. In making the excavation the mason used an ordinary slip and pulled the dirt out on the track side. When he got ready to put in the foundation he leveled it off according to the blue prints and built his foundation in accordance with them. However, leaving a foot or more of loose dirt almost entirely along the track side. The result was that the elevator when built was in fine condition, but immediately upon its filling it settled over to the track and sat at a great angle for several years. This was a big advertisement for our company, altho we were not blamed by the owners. From that time since we have made it a point in our contracts always at least to superintend the building of the foundations.

We have seen many elevator foundations put in—some of them with nothing more than concrete blocks setting on reasonably good dirt, with the result that sooner or later they cracked and the elevator settled in spots.

Next to the foundation is rat-proofing. If thoroughly done it is the answer to the balance of the settling in all elevators, as they dig around under the foundations, leaving holes and making it possible for the elevator to settle, throwing the machinery and equipment out of line and causing friction. This is practically the only cause of friction outside of that inherent in each machine.

The power: It makes no difference how good an elevator is or how good the equipment, if the power supplied is not ready to go and is not of the proper size, the elevator is more or less of a failure. While this may be remedied, it is a very expensive part to replace especially if it is an oil engine and the foundation must be taken out and replaced and arrangements made for the different speeds in the exchange of engines.

Concrete Elevators: There are on the market today several different types and kinds of elevators. From the excessive cost of concrete in small bins, we do not believe it is the coming country elevator as the ordinary country elevator should have, at least, from 5 to 12 or more bins. We believe that some method other than one requiring forms will be the standard construction hereafter.

The tile elevator will, no doubt, be expounded for something to come and it has the appearance of rapidly developing into the material well suited for country elevators. Most of the tile elevators have been constructed on the round tank principle but we do not believe that they will continue to build this type of elevator, either in concrete or tile, except in larger units, the square house being much more practical from the loading and unloading point of view for the less foundation and roofing required.

The steel house is another attempt at fireproof construction, both in the round and square styles. The round steel requiring lighter iron has been advocated by some people but we believe that if the steel house ever comes into its own, it would be with a skeleton frame and heavy plate channels. This method of construction eliminates all danger of lightening and to a great extent the dust hazard.

Wood Elevators: In building frame structures we are advocates of the studded construction throughout. We believe that they should be thoroughly iron clad, including the window-sills, cornice and other exposed parts of the elevator. The roofing is also a very important point from an insurance standpoint. The fireproof houses, we believe, will have concrete roofs, practically flat for both the main house and the cupola. In our roofing of frame structures, we have always used a burlapped reinforced roofing which has given us excellent results.

We have never used any lightning rods, nor do we know of ever having one of our iron clad elevators struck by lightning.

Our method of building studded elevators is always to use our studs 12" centers. If we go

28' or less in height, we use 2x6s; over this height we use a section of 2x8s and should we go over 42', we use a section of 2x10s.

We hopper all of our plates with concrete. This, we believe, is much better than any other hopping we have ever used, giving practically a vermin proof footing about all of the studs and over all of the plates.

We have always used No. 1 shiplap for our siding and No. 28 gauge iron for covering and we have always used three 10-d nails to each 8" board where there is any grain pressure whatever. We attribute a great deal of our success to the men who, on the job, have seen that the work was properly done, not particularly from an artistic standpoint but to see that where 10 and 20-d nails were specified, 6s and 12s were not used.

The equipment in elevators is as varied as the manufacturers and the contractors handling the work, and new methods of handling grain are coming into use almost yearly. The truck dump and its hazards is one of the latest things adopted as a general equipment throughout the central territory. There seems to be a great variety of opinions as to truck dumps. Every inventor has started in for a different type and there seems to be as many backers as inventors. However, the use of the truck can be no longer disregarded and the methods of handling it are part of the task that every contractor must undertake. This necessitates heavier scales, heavier driveways and approaches, and presents problems that have never been presented before in handling heavy loads.

In the first place, the trucks are rubber tired and as a general thing are highly varnished and finished and the makings, as a general thing, are delicate. They can not be handled as the ordinary elevator has been in the habit of handling ordinary wagons, as nobody wishes to take a \$5,000.00 truck and have the paint peeled off the wheels and spokes broken with chains and other fasteners that have become a common, ordinary method of handling wagons.

The elevator leg: There are a great many hazards due to legs. An elevator leg if properly designed should have a guaranteed capacity, should be non-chokable and should be free of any idlers and especially idlers that are hidden under the floor or where they can not be watched. An elevator leg properly designed does not require an idler in the back leg and it should run without the buckets scraping on the sides or the back and without the belt rubbing the sides. We favor a steel elevator leg with a dust or air outlet, preferably at the head.

The elevator should be equipped with a distributor that takes the grain to each bin without any danger of mixing. In other words, it should be a self-locking distributor and not depend upon tightening the thumb nut to hold it in place.

The feed grinders as a general thing are of the burr type and while a certain portion use roller mills, they are not, as a general thing, equipped with magnets or magnetic brushes. However, I do not remember hearing of a fire caused by a feed grinder or a cylinder sheller. Neither have I ever seen a burned placed or anything else caused by these machines.

The grain separator is a piece of machinery that has the least attention of any part of the equipment. I do not believe that it would be possible to take the country elevators as a whole and find 25% of the separators in good running condition. The bearings are loose, the eccentrics have play, the sieves are more or less broken, the wind trunks stuffed with sacks, the oil holes stopped up and the bearings are strangers to oil.

Friction clutches which are designed to save power and prevent friction are in a great many instances only sources of irritation and a hazard to the plants. Nearly every person thinks that when the clutch is out of gear there is no need for oil, with the result that we have more complaints on this score than any other.

Dust Explosion Hazard: With the coming of fireproof country elevators, or the semi-fireproof elevators, the hazards will change somewhat from fire to other causes, such as dust explosions, lightning, wind storms and liability and, no doubt, sooner or later mutual companies will attempt the idea of insuring machines against wrecking or breaking from different causes. The fire hazard will always be considered, but from an insurance standpoint this will be equalled or exceeded by the explosion hazard. In fact, it is our belief that the explosion hazard in fireproof houses will become more prominent and take the same place that fire insurance does now on the frame houses.

Accidents to Machinery: Another item that should be added to the insurance is the damage to machines from causes that cannot be foreseen. There is always things happening to machinery that can not be avoided. A man will drop a monkey wrench in a set of gears or a belt will get off and tear out a line shaft, a plow-share can run into a corn sheller, and many other accidents of this kind can happen.

We see no reason why this should not be a legitimate line of insurance.

Reduced Cost of Elevators: In regard to the price of elevators for this season, would say that labor at the present time is only 20% cheaper than it was a year ago and in some instances it is from 30 to 40% cheaper. We believe that elevators this season will show a material reduction in value, possibly as high as 20 or 25%. From this we mean wood type of elevators, covered with iron.

New Leg Drive: We are working on a new type of elevator head construction and waiting only for a report from the Fire Prevention Bureau before trying it out in regular installations. This elevator drive consists of two paper friction rolls spaced about 18" centers and on these rollers are carried the head pulley, which is nothing more than an iron band running on these two rollers, there being no head shaft. The drive is obtained from one of the rollers underneath. These rolls are connected with a sprocket chain. Experience has shown that one of these rolls alone is large enough to carry the load after it is started, but it will not start the load when the boot is full of wheat. Therefore, we have used both as a drive.

We find that the greater the load the more friction we have on the rolls, and if this leg drive is approved by your Bureau, we expect to install it in the future. At least, this makes a quiet drive. There are no gears of any kind. The head is practically on roller bearings and we believe that it produces less friction than any other type of drive.

GROWING CROP conditions in all western European countries are excellent, according to The International Institute of Agriculture at Rome.

HORSES INSTEAD of automobiles is the choice the new sec'y of agriculture Henry C. Wallace of Des Moines, Ia. While other members of the cabinet ride around Washington in automobiles Mr. Wallace uses a carriage and says "Automobiles may be all right but give me a good team all the time."

Seal Records on Grain Cars.

BY OWEN L. COON.

The keeping of proper records of seals at the terminal markets is a matter of great importance in the proper safeguarding of the interests of the shippers to that market.

By a complete seal record is meant a record (1) of the seals on the car at the time that it arrives at the market and BEFORE the grain sampler has entered the car to inspect it. (2) The record should also show the seal which the sampler applies. (3) The record should also show the seals on arrival at the elevator.

Some markets give the seal record only on arrival at the elevator. Such a record is worse than useless—as it simply confuses and leads one to believe that one of the seals is a foreign seal when it may be nothing more than a grain sampler's seal.

Unless the shipper knows the seals on the car BEFORE the sampler enters the car it is impossible for him to know whether the car arrived at destination with the same seals that he applied. And unless he knows the seal that the grain sampler applied, it is impossible for him to know whether the other seal that turns up on the car at the elevator is the seal applied by the grain sampler or is a foreign seal.

A seal record is useless unless it gives the record of the seals BEFORE the grain sampler entered the car, and the seal which the sampler applied, and ALSO the seals when the car arrives at the elevator for unloading. HOW many markets give such information? How many send it back to the shipper?

The peculiar thing about it is that the markets are in control not of the railroads but of either shippers or representatives of shippers, the very ones whose interest it is to keep such a record if the fuller collection of grain shortage claims is to be obtained, and yet things go along month after month in the same old beaten path, when it would take only a slight change of the form now used for a car condition report to send such information back to the shipper.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, improvements, fires and accidents are welcome. Let us hear from you.

ARKANSAS

Fort Smith, Ark.—I have been in ill health for some time, had an operation last year and have not been able to work or attend to business. I am trying hard to regain my health. —John H. Broadus, formerly Broadus Brokerage Co.

ARIZONA

Safford, Ariz.—The Safford Flour Mills Co. and the Gila Valley Milling Co. have been consolidated and will operate at the Gila Valley Milling Co. with F. L. Ginter as mgr.

CALIFORNIA

Oceanside, Cal.—C. M. Pilgrim will build an elvtr. here if he can form a company.

Los Angeles, Cal.—Roy Newmark of the Newmark Grain Co., who has been ill for the last six months, is reported to be convalescing.

Pleasanton, Cal.—The Amador Valley Grain Elvtr. Co., is repairing and overhauling its elvtr. A new dump, dust collector, scales, cleaner, manlift and much other up to date machinery will be installed.

Stratford, Cal.—All arrangements for the erection of a 75,000-bu. concrete bulk grain elvtr. here have been completed and it is hoped to have the house finished to handle this year's crop. As soon as a site is selected, work will be started.

San Francisco, Cal.—The Western Pacific Grain Co. is endorsing the plan of bulk grain handling and in a recent report says: "There is no reason why bulk grain can not be as successfully handled thru this port as it is handled at any of the eastern and southern ports, with a little attention to handling facilities." The company also shows that the actual cost of handling bulk grain at New Orleans is 87½¢ per ton, while the cost of handling at this port where the grain is sacked is \$2.95 a ton.

CANADA

Toronto, Ont.—The Wm. Rennie Co. Ltd., has increased its capital stock to \$500,000.

Wadena, Sask.—The elvtr. of the Goose Lake Grain Co. is being taken down and will be rebuilt at Spaulding.

Alliance, Sask.—The North Star Grain Co. will re-side its elvtr. and annex here and install a conveyor in the annex.

Dorelee, Sask.—The elvtr. of the Union Grain Growers has been closed for the season and Agt. O. G. Olstad is now at Rimby.

Lethbridge, Alta.—The Taylor Milling & Elvtr. Co. has decided to go out of business and will liquidate its assets at once, selling the mill and elvtr. at this point.

Kessock, Sask.—There have been no convictions in connection with the 9 cash tickets stolen from the office of our elvtr. here some time ago. —H. Nelson, mgr. J. B. Gibson.

Winnipeg, Man.—The elvtr. of the Mitchell Grain Co. burned Mar. 20, with a loss of \$60,000. Large quantities of oats and barley in the elvtr. were badly damaged by smoke and water.

Regina, Sask.—Sidney W. Leigh and Chas. A. Palmer who have been promoted to the Winnipeg office of the Saskatchewan Co-op. Elvtr. Co., were entertained by the company and their many friends and associates at a banquet, just before leaving. Each was presented with a handsome clock as a parting gift by the 100 members of the staff.

Winnipeg, Man.—Justice Hyndman, of Calgary; W. D. Staples, H. W. Wood and James Stewart are some of the men that it is that will likely be appointed members of the Commission of Inquiry which is to investigate the grain trade. H. W. Wood is reported to have refused and there is a great deal of speculation as to the acceptance of Mr. Stewart.

Port Hope, Ont.—John Hume, for many years in the grain and seed trade, died Apr. 7 at the age of 75. In 1914 his son entered the firm and since then the company has been operated as John Hume & Son. Mr. Hume retaining active management until a few weeks before his death. He began in the business with his father who was for many years in the trade.

COLORADO

Sterling, Colo.—The C. Moritz Grain Co. will close its office here temporarily.—G.

Wray, Colo.—The Farmers Equity Exchange will remodel its elvtr. The Birchard Constr. Co. has the contract.

Sheridan Lake, Colo.—The J. D. Infield Grain Co. has let contract to the Star Engineering Co. for a 15,000 bu. elvtr.

Sterling, Colo.—We have closed our office at this point.—Fred W. Elder Grain Co., per R. B. Hoagland, Grand Island, Neb.

Laird, Colo.—The Farmers Union Co-op. Co. has let contract to the Birchard Constr. Co. for the remodeling of its elvtr.

Akron, Colo.—The Farmers Milling & Merc. Co. has let contract for the remodeling of its plant. The Birchard Constr. Co. will do the work.

Littleton, Colo.—The 16,000-bu. iron-clad elvtr. of the Columbine Merc. Co. is nearly completed and will be in operation in a few weeks.

Sterling, Colo.—Mail addressed to the McAtee Milling & Grain Co. is returned. This company was reported Mar. 10, 1920, to have incorporated here.

Ovid, Colo.—The fire which caused the total loss of the elvtr. of the Hopper Grain Co., Feb. 12, started in the elvtr. head and was caused by the motor.

Sterling, Colo.—H. Vinsonhaler, mgr. for the Farmers' Co-op. Elvtr. & Supply Co. for the past 10 years, and S. A. Wernli, office mgr. of the firm, resigned Apr. 1.

Milliken, Colo.—The Colorado Farmers' Union Exchange Co. is planning to build a new mill and elvtr. plant at Denver, instead of rebuilding the plant which burned here in July, 1920.

Holyoke, Colo.—The Holyoke Farmers Co-op. Elvtr. Co. is planning on building a new concrete elvtr. this spring. The company now operates a small mill. R. W. Stepanek is mgr.

Boulder, Colo.—The office of the Boulder Milling & Elvtr. Co. burned Mar. 17, with a loss of \$4,000, fully covered by insurance. Temporary offices have been opened in the garage and repairs on the old office will be rushed. It is hoped to have them completed by Apr. 10.

Hartman, Colo.—We bot the elvtr. of the Hartman Grain Co. and opened for business Mar. 21. We are remodeling the basement, putting in heavy concrete walls, together with general repair work. We expect to increase our storage capacity before wheat hauling time this year.—Floyd Eaton, mgr. Hartman Co-op. Equity Ass'n.

Burlington, Colo.—The Burlington Grain Co. has succeeded the Hugh Baker Grain Co. R. J. Rooda is mgr. But Mr. Baker is still financially interested, and is still in the grain business. The company is building a 25,000-bu. cement elvtr. here, which will be completed July 1. It will be run in connection with the present house and has completed an 18,000-bu. cement house at Peconic Sliding, where W. C. Bracken is mgr.

Sedgwick, Colo.—The tile elvtr. of the Sedgwick Farmers Co-op. Elvtr. Co. which burst last August, has been rebuilt. As much of the old material was used as possible and the contractor who built the first elvtr. furnished the labor for the reconstruction work. The new elvtr., as formerly, is of tile and is built on the same site as the one that caved in. It is believed, however, that the construction is better this time. J. T. Buchanan is the mgr.

Brandon, Colo.—M. E. Fuller of Ordway, pres. of the Crowley County Merc. Co.; H. F. Aldrich a stockholder in the same company and A. E. Nieman, formerly owner of the Eads Elvtr. at Eads, have offered to build and operate an elvtr. and mill if the Live Wire Club of this city will guarantee the sale of stock in the company, in this vicinity. The organization has had great success so far and it is believed that work on the elvtr. can be started in 3 weeks time.

Paoli, Colo.—Excavation has been started for the 25,000-bu. reinforced concrete elvtr. of the Farmers Co-op. Elvtr. Co. by W. C. Bailey & Son who have the contract. The house will be modern thruout and will be equipped with a 15 h. p. Fairbanks Oil Engine, 6-bu. Richardson Automatic Scale, Trapp Dump, and complete Hall Leg and Distributor, a 1,000-bu. cleaner and 2 dust collectors. The house will replace the one burned Dec. 2, 1920. A two-story building containing the office and the directors' room will be attached to the elvtr.

DENVER LETTER.

We are quitting business and closing up affairs.—W. F. Thompson Merc. Co., per Ivan Scherrer.

The Farmers' Union Exchange Co. is planning on building a mill in this city and to operate it as the Royal Milling Co.

R. A. Collier, formerly mgr. for the Fred W. Elder Grain Co. at Grand Island, Neb., will be mgr. for the office of the company in this city after May 1, succeeding J. C. Kramer who will go into business on his own account at that time.

The Scott-George Grain Co. has moved from the 8th floor to the 3d floor of the Cooper building where it now has larger quarters. The company now handles the business of James E. Bennett & Co. as correspondents. Mose Meyer, formerly with Meyer Bros., is now an associate in the option department and Carl Hendrix, formerly with Bennett & Co., is now cashier.

Effective Mar. 15, The Denver Grain Exchange Ass'n's book of rules became effective. This book is the result of careful study by the com'te who worked with the Sec'y in preparation of same, and several rules were included therein to take care of the things peculiar to the Denver market also the country shippers have been taken into consideration and certain rules were included therein for their protection. This book is now being mailed out to various shippers thruout the country and copies can be obtained from Sec'y Rader.

The annual meeting of the Grain Exchange was held Mar. 14, and the following directors were elected: C. B. Seldomridge, C. E. Williams, J. W. Conley, J. W. Cook, T. F. Savage, P. Crowe, J. L. Barr, J. R. Forsythe, J. R. Kern, Jas. A. McSwigan, W. H. Wierman, H. E. Kelly, and N. A. Anderson. At the directors meeting Mar. 15, C. E. Williams was elected pres.; C. B. Seldomridge, 1st vice-pres.; James A. McSwigan, 2d vice-pres.; J. W. Conley, treas. and the present incumbent, myself, was appointed sec'y and traffic commission. E. J. Joerger is chief inspector and weighmaster. The board, in choosing C. E. Williams as pres. acted wisely as Mr. Williams is a man of broad experience having had years of experience in the grain and milling business thruout this western country. He is a man of strong personality, a born organizer and a man of judicious mind. With his broad experience in the position as pres. of the Exchange, it will benefit the market greatly and as he is very active and conscientious, many progressive moves are looked for during his administration.—C. B. Rader, Sec'y.

IDAHO

Buhl, Ida.—W. A. Gray, formerly living in Reynolds, Ill., has bot the two cement silos of M. Milner and is converting them into an elvtr. of 50,000 bus. capacity. He is building bins, sheds and platforms and will install a 10-ton scale. A side track has been graded to the elvtr. from the railroad. The silos are 25 ft. in diameter and 60 ft. high.

Caldwell, Ida.—The new mill and elvtr. of the Caldwell Equity Co. has been completed and is in operation. The storage capacity of the elvtr. is 25,000 bus., and a large cleaner has been installed in the top of it. A 50-h. p. motor in the basement furnishes the power for the main drive, while a 5-h. p. and a 2-h. p. motor furnish power for the special machines.

American Falls, Ida.—I take pleasure in announcing my promotion from ass't mgr. to mgr. Our former mgr., Chester Green, has been made district mgr. with headquarters at Gooding.—The Oneida Elvtr., Elmer D. Nye, mgr.

Coeur d'Alene, Ida.—We will engage in the wholesale and retail grain, feed and seed business, but will not operate an elvtr. Will handle grain in carlots.—J. E. Duthie, Duthie Produce Co. (This company was reported as the Duluth Products Co.)

Gooding, Ida.—Chester Green, formerly mgr. for the Oneida Elvtr. at American Falls, now has charge of the Gooding Mill & Elvtr. here, the Richfield Elvtr., Richfield, and the Gannett Warehouse at Gannett as well as of the old elvtr. at American Falls, now being district mgr. for the Colorado Milling & Elvtr. Co. of Denver, which operates the above elvtrs. as a branch. Elmer D. Nye is local mgr. at American Falls.

ILLINOIS

Lane, Ill.—Floyd Hahn is now mgr. of the Lane Co-op. Grain Co.

Sidell, Ill.—E. R. Beck is now mgr. for the Paul Kuhn Co. at this point.

Pontiac, Ill.—The Bartlett-Frazier Co. has moved its offices into the Bolander Building.

Catlin, Ill.—Earl W. Sadler now mgr. for the Farmers' Elvtr. Co., succeeded W. E. Rondot.

Arthur, Ill.—John Seals, of Oakland, has succeeded Everett Brown as mgr. for F. C. Phillips.

Rushville, Ill.—H. V. Teel is considering the building of a modern elvtr. on the Illinois river near here.

Bushnell, Ill.—Elmer Ford is now mgr. for the Farmers Elvtr. Co. which recently bot the elvtr. here.

Pesotum, Ill.—The Pesotum Elvtr. Co. is enlarging its office by building a director's room as an addition.

Alton, Ill.—E. M. Sparks, treas. of the Sparks Milling Co., was recently married to Miss Irene Fries, of this city.

Fletcher, (Cooksville, p. o.), Ill.—W. C. Beier has succeeded Jas. Vincent as our mgr.—Fletcher Grain Co.

Henderson, Ill.—R. P. Minor operates the only elvtr. here. He bot it from the Armour Grain Co. some time ago.—X.

Croft, (Pretty Prairie, p. o.), Ill.—J. A. McCreery & Son, of Mason City, have succeeded the Middletown Grain & Coal Co. here.

Findlay, Ill.—The Findlay Grain & Coal Co. will repair its elvtr. and install an ear corn loader this spring.—E. S. Combs, mgr.

Port Byron, Ill.—The Farmers Elvtr. & Supply Co. has discontinued business here. Only company now is Port Byron Grain & Fuel Co.

Kasbeer, Ill.—A. W. Brown, formerly agt. for L. D. Spaulding at Walnut, has succeeded W. E. Kitzmiller as mgr. for the Farmers' Elvtr. Co.

El Paso, Ill.—I have been transferred from this point to Peoria where I have charge of the office of the Gardiner B. Van Ness Co.—W. G. Nelson.

Redmon, Ill.—Thos. Beggs and Chas. Henn have bot the elvtr. of Willis Brinkerhoff here, and will operate as Henn & Beggs with Mr. Henn as mgr.

Elmwood, Ill.—We have wrecked the old Wiley Elvtr. and have let contract for a new 32,000-bu. wooden elvtr. of cribbed construction.—Elmwood Elvtr. Co.

Galesburg, Ill.—The Kummer Milling Co. is remodeling its plant and installing 4 large grain bins 30 ft. deep. A new chicken feed separator is also being installed.

New members of the Illinois Grain Dealers Ass'n are: Ph. P. Postel Milling Co., Mascoutah; Galesburg Molasses Feed Co., Galesburg; and H. M. Dewey & Co., Camp Grove, all of Ill.

Bethany, Ill.—J. L. Mathias and W. Jones have bot the elvtr. formerly operated by Thos. W. Abrams. It has been closed for some time, but is now open for business. The firm will operate as Jones & Mathias with J. L. Mathias as mgr.

Middletown, Ill.—J. A. McCreery & Son of Mason City, have bot the two elvtrs. of the Middletown Grain & Coal Co. for \$21,000. One elvtr. is at this station, the other at Croft. The McCreery company now has 6 elvtrs., one each at Mason City, Hubly, Sweetwater, Barr and the two above mentioned.

Mansfield, Ill.—J. L. Zink, mgr. for the Farmers' Grain Co. for the last 2 years, has resigned and is now mgr. for the Farmers' Co-op. Elvtr. Co. at Francesville, Ind.

Bloomington, Ill.—The \$300,000 suit of E. W. Ogilvie against L. E. Slick of L. E. Slick & Co. formerly in business here, which has been in the courts for the last 3 weeks, was dismissed Apr. 9.

Marissa, Ill.—The Farmers Union has abandoned its plan to build a new elvtr. and has taken over the plant of the Marissa Grain & Elvtr. Co. The elvtr. was formerly known as the Huelbig Elvtr.

Macon, Ill.—The plant of J. S. Guthridge & Co. burned Apr. 7 and is a total loss. The house contained 8,000 bus. of corn and 5,000 bus. of oats. The loss is estimated at \$6,500 fully covered by insurance.

Atwater, Ill.—The A. B. W. Community Elvtr. Co. has moved its headquarters from Litchfield, Ill., to this city and M. Frey will succeed H. W. Street as mgr. The company has elvtrs. at this station, Barnett and Womac.

Murdock, Ill.—W. W. Porterfield, mgr. of Porterfield & Sons, died Mar. 27, at Albuquerque, N. M. He was treas. of the Illinois Grain Dealers Ass'n at the time of his death, having been elected at the last convention.

Pontiac, Ill.—E. Lowitz & Co., closed their Pontiac office on Mar. 15 and the writer took charge of the office of the Beach-Wickhams' Grain Co. the same date, succeeding J. E. McWilliams, resigned.—E. H. Granneman.

Galesburg, Ill.—Present tax rates are absorbing nearly one-fifth of the gross incomes of Illinois, and the levy on rate-payers will be almost doubled if appropriation bills now before the legislature are passed.—Geo. C. Gale.

Johnston Siding, Ill.—After the firm of Holmes & Maurer dissolved partnership, Jan. 1, I continued in the grain business here but Mr. Holmes retired. Fred Maurer operates an elvtr. at Broadwell.—John F. Maurer, Lincoln, Ill.

Peoria, Ill.—The Peoria Elvtr. Co. with a capital stock of \$20,000 will succeed the Corn Belt Elvtr. Co. which had a capital stock of \$200,000. Pres. Louis Mueller and Sec'y H. H. Dewey have petitioned the sec'y of state for the change.

Litchfield, Ill.—The A. B. W. Community Elvtr. Co. has discontinued its headquarters here and moved it to Atwater. H. W. Street, mgr. here, is a stockholder of the company, but will remain here to look after other business interests of his own.

Litchfield, Ill.—F. A. Crabb Sons Co. has entered the grain and feed business in this city with Mr. Crabb as gen. mgr. He was formerly in the feed department of the Quaker Oats Co. Chas. Johnson will be feed mgr. for the new company and Martin Lauber mgr. of the sales department.

Williamsville, Ill.—We have sold our elvtr. to the Williamsville Farmers Co-op. Grain Co. but are still operating at Sherman and Pawnee, and will manage them from the office here.—Prather & Groves. (The new company was reported to have bot a site to build an elvtr. but will not put up a house now.)

Morton, Ill.—Jesse C. Moore has bot the elvtr. on the Vandalia R. R., the coal yards on the Santa Fe and the elvtr. at Belsly (Morton p. o.) all owned by the McDonald Grain Co. The sale did not include the company's other elvtr. here on the Santa Fe or the down town offices of the company. Mr. Moore will have his office at the Vandalia Elvtr. and will enlarge the building and will install a safe, and other office equipment needed.

CHICAGO NOTES.

Board of Trade memberships are quoted at \$7,500 net to buyer.

C. H. Thayer & Co. are now established in their new offices in the Postal Telegraph Building.

Thos. M. Blake and W. E. Patterson have been admitted to membership in the Board of Trade.

The rate of interest on advances for April has been fixed at 7% by the directors of the Board of Trade.

The amendment to Sec. 3 of rule 22 of the Board of Trade, regarding grades of barley deliverable on contracts was adopted recently by a vote of 345 to 0. The amendment was given in full in the Mar. 25 number of the Journal.

The Continental Grain Co. has been incorporated for \$100,000 by F. Frohmann, pres., the paid up capital stock amounts to \$50,000.

Roger D. Brookman, with the Updike Grain Co. at this market, will be married early in June to Miss Marcia Meeker of Marshalltown, Ia.

Howard B. Jackson, who was seriously injured Mar. 12, is able to walk around the hospital but will not be able to go home for some time.

Regulations for trading in cotton seed oil are being drawn up by Harry Boore, provision registrar, and when completed will be submitted to the directors of the Board of Trade.

Dr. W. T. Grenfell, the Labrador explorer and missionary, addressed members of the Board of Trade, Apr. 5 on his work. Individual members of the board have raised \$3,000 for him of late.

The estate of Robert Pringle, who died Feb. 11, has been closed. It amounts to about \$8,000,000 and is left almost entirely to his brother. Mr. Pringle was an active trader many years ago, and was a member of the now extinct firm of Pringle, Fitch & Rankin.

L. H. Ash, better known to his associates and friends as "Homer," who has been a member of the Board of Trade for an even 50 years, has sold the membership he bot in 1871 for \$100, for \$7,800. Mr. Ash, who is 71 years old, has retired from business and will make his future home in Portland, Me.

We are indebted to Sec'y John R. Mauff for a copy of the 63d annual report of the Chicago Board of Trade. The book of 186 pages is bound in the customary dark green and gold and has a clear, concise index which renders it of double value to the reader. Interesting and valuable statistics on grain, flour, provisions, live stock, seeds, hides, wool, lumber, etc., with the daily current prices of the leading speculative products for 1920 are given in full. The usual list of members, officers and com'ites for 1920 and 1921, is given as is the list of the officers for the last 63 years. The reports of the president, board of directors and com'ites are included, as are also in full the rules, by-laws and regulations of the Board of Trade in force Mar. 1, 1921.

INDIANA

Losantville, Ind.—John Powell, of Thompson & Powell, is now with the firm in Hagerstown.

Valparaiso, Ind.—The McMahan-Wood Co. has bot and will remodel the Lindner Elvtr. of J. W. Brummitt.

Selma, Ind.—Some grain and a few other articles of value were stolen recently from the elvtr. of the Selma Grain Co.

Kempton, Ind.—The Farmers Elvtr. Co., which sold its elvtr. here several years ago, has filed a certificate of dissolution.

Deerfield, (Ridgeville p. o.), Ind.—We have sold our elvtr. here to Ray Barton. Will give possession Apr. 15.—Ross & Richards.

Sandusky, Ind.—Stockholders of the Farmers Elvtr. Co. recently voted on the question of operating the elvtr. on the co-op. plan.

Richmond, Ind.—The farmers of this township have formed an elvtr. company and now have money enuf to build an elvtr. here.

Gessie, Ind.—We have decided to repair our elvtr. and to put on another iron clad siding to make it as safe as possible.—Gessie Grain Co.

Maxwell, Ind.—Brandenburg & Carleton will continue to operate under the old name. Frank Brandenburg died Feb. 18.—J. H. Brandenburg.

Huntington, Ind.—Our elvtr. is at present being managed by the president of our company, H. O. Rice.—Huntington Equity Exchange Co.

Converse, Ind.—Guy L. Kepner has bot the interest of H. G. Boyd in Knox & Boyd and the elvtr. will now be operated as Knox & Kepner.

South Whitley, Ind.—I recently bot the plant of the City Flour Mills and will operate it in the old name as a mill and elvtr.—H. S. Smith, prop.

Southport, Ind.—The first story of our new elvtr. will be concrete. Six of the vitrified tile tanks will be 10x30 ft. and one 20x32½ ft. The equipment will include Western Cleaners and Pitless Shellers, 2 stands of 14x7 steel elvtr. legs, truck dump, truck scale, three 25 h. p. and one 15 h. p. motors, and a feed grinder.—Edgar B. Todd, sec'y-treas., Farmers Co-op. Co.

Chrisney, Ind.—Isaac Kramer, formerly in the grain business here died Apr. 4 from the effects of being kicked by a horse. He was 66 years old and is survived by his wife and 11 children.

Brazil, Ind.—The Clay County Farmers Co-op. Elvtr. Co. has been incorporated for \$50,000 and is now in possession of the elvtr. of the Paul Kuhn Co., which it recently bot here. D. V. Oberholtzer is mgr.

Oaktown, Ind.—The Oaktown Grain Co. has succeeded R. L. Bond, deceased. The elvtr. has been closed since 1909. The new company is remodeling the building and will be ready for business July 1.—J. B. Sartor.

Fowler, Ind.—The Fowler Grain Dealers, Inc., has been incorporated for \$103,000 by Perry Stembel, E. F. Jones and others. This company succeeds the Fowler Grain Co. J. O. Pope and Orvel Johnson are mgrs.

Francesville, Ind.—John L. Zink, formerly mgr. of the Farmers Grain Co. at Mansfield, Ill., has succeeded C. T. Morrow as mgr. for the Farmers Co-op. Elvtr. Co. Mr. Morrow will engage in the hardware business.

Columbus, Ind.—Augustus Miller died here recently at the age of 83. For many years he was a partner of Hezekiah Griffith, who died recently at the age of 88 and who was called the "dean" of grain dealers in the state.

Monticello, Ind.—Jos. E. Loughry, formerly pres. of the Loughry Bros. Milling & Grain Co., died in a hospital at Indianapolis, Apr. 8. Funeral services were held here, Apr. 11. Mr. Loughry was the oldest of the 3 brothers, who founded the firm.

Montmorenci, Ind.—The Montmorenci Elvtr. Co. has just finished a new frame, composition roof, office located 30 ft. east of the old office. Size 30x30x13 ft., and has installed a new 20-ton Fairbanks Auto Truck Scale. The new office is large and roomy and has a cheerful appearance to the trade. The old office will be used as a feed room. The above figures include the scale shed.

Honey Creek, Ind.—There are no changes to be made near here to my knowledge.—A. A. Betterton, mgr., Farmers Milling & Supply Co. (It has been reported that the Vigo County Farmers Co-op. Ass'n has obtained permission to build a switch track about a mile southwest of this city to its elvtr. site on what is known as the Ijam's Farm and that the company had been incorporated for \$60,000 and would build a 40,000 bu. elvtr. at once.)

Lawrenceburg, Ind.—Geo. H. Lewis, vice-pres. and mgr. of the Lawrenceburg Roller Mills Co., died Mar. 25 after an illness of practically a few hours duration. He had heart trouble since July 1918, but continued to be active in grain and milling circles. On Mar. 24 he suffered a slight stroke during the evening while talking with friends. He became unconscious in the early morning of the 25th and did not rally again. He was arranging his affairs so that he might attend a meeting in St. Louis and is thot to have overworked. He had been asked again and again to take a rest but was always "too busy." He celebrated his 58th birthday Mar. 23. He was a member of the Indiana Grain Dealers Ass'n, The Indiana Millers Ass'n, Millers Federation and several other ass'ns, occupying executive positions in all of them from time to time. At one time he was vice-pres. of the old Cincinnati Chamber of Commerce. He is survived by his widow.

INDIANAPOLIS LETTER.

Bingham-Hewitt-Scholl Co. has doubled its capital stock. It is now \$150,000.

The following companies have been elected to membership in the Indiana Grain Dealers Ass'n: Farmers Elvtr. Co., Oakville; Chatterton & Sons, La Crosse; P. Reising & Sons, Poseyville and the Emporia Grain Co., Emporia, (Markleville p. o.), all of Ind.—Chas. B. Riley, sec'y.

Maurice Maney, former cashier for the Cleveland Grain Co., at this market, who was indicted last September for alleged embezzlement of \$11,000 of the company's funds during the 6 years he worked for them, was recently sentenced to the state prison at Michigan City for from one to 14 years and was assessed a fine of \$1,000 and costs. Maney, it is said, has confessed that for a time, when he needed money, he merely raised his own wages per month without consulting the company. When he discovered how much he owed, however, he tried to recuperate his losses with some more of the company's money and got in deeper. When arrested he entered a plea of guilty to charges of embezzlement and grand larceny. Maney and his wife are said to have sold their home and other personal effects and to have made good \$8,000 of the shortage.

IOWA

Conrad, Ia.—C. E. Beall is now mgr. for the Farmers Grain Co. here.

Humboldt, Ia.—W. L. Brown is the n-w mgr. for the Farmers Elvtr. Co.

Blairtown, Ia.—We may install a truck dump.—Blairtown Grain Co.

Atkins, Ia.—I have succeeded N. E. Carlson as mgr. of the Atkins Grain Co.—T. S. Carroll.

Superior, Ia.—Dee Wall has succeeded Andrew Yoch as second man for the Farmers Elvtr. Co.

Dike, Ia.—M. Konken, of Stout, has succeeded Joe Haack as mgr. of the Independent Grain & Lumber Co.

Harper, Ia.—I am now located at Rockwell City.—J. P. Highburger, formerly mgr. for the Farmers Union Elvtr. Co.

Charlotte, Ia.—Fred C. Dohrmann, mgr. for the local elvtr. company, was married Mar. 31 to Miss Cecilia Hanrahan of Clinton.

Indianola, Ia.—The Farmers Co-op. Elvtr. Co. has been incorporated for \$75,000 by Frank L. Lester, pres. and W. T. Sinnard, sec'y.

Prairie City, Ia.—I am mgr. for the Farmers Co-op. Exchange here.—F. G. Booher, formerly mgr. of the Farmers Elvtr. Co. at Garwin.

Jefferson, Ia.—The office of the Albers Grain Commission Co., of Omaha, Neb., here has been closed and Mgr. Harry Caldwell is now at the home offices.

Massena, Ia.—We have the only elvtr. here now, as the old elvtr. burned Sept. 7, 1920. Our house is a new one.—C. B. Paulson, mgr., Massena Grain Co.

Belmond, Ia.—Howard D. Moore, who owns the elvtr. and a number of elvtrs. in the vicinity, was married Mar. 30 to Miss Ada Golden of Cedar Rapids.

South English, Ia.—J. H. Ritner, has succeeded me as mgr. for the Farmers Grain & Lumber Co. here.—O. K. Morrison, mgr., Farmers Elvtr. Co., Laurel.

Knoxville, Ia.—The Farmers Co-op. Exchange has bot the elvtr. of W. J. Line & Son for \$7,000. This does not affect the elvtr. of the latter company at Pleasantville.

Garwin, Ia.—E. P. Williams of Marathon has succeeded me as mgr. for the Farmers Elvtr. Co. here.—F. G. Booher, now mgr. for Farmers Co-op. Exchange at Prairie City.

Lorimer, Ia.—The Farmers Co-op. Co. has been incorporated for \$25,000 by L. E. Rotter, L. Edwards, R. W. Cooper and others. E. W. Cochran is sec'y of the company.

Merrill, Ia.—The elvtr. of the Plymouth Milling Co. at this station will not be closed and the company's elvtr. at Oyens will not stop buying grain as has been reported.

Fonda, Ia.—E. H. Tiedeman has let contract to the Younglove Constr. Co. for the overhauling and repairing of his elvtr. which was recently badly damaged by a cyclone.

Griswold, Ia.—Fred Neff, employed at the elvtr. of the Griswold Co-op. Ass'n, was painfully injured when a grain door slipped and falling on his foot crushed his big toe.

Ireton, Ia.—J. J. Hemmingson, who has been live stock buyer for the Farmers Elvtr. Co. for some time, will succeed Wm. Taylor as mgr. of the elvtr., Mr. Taylor having resigned.

Spencer, Ia.—James Elder for many years mgr. for the Farmers Co-op. Elvtr. Co. here. Has resigned and will turn the management over to Spencer Flemming, formerly second man, Apr. 15.

New Sharon, Ia.—The cupola of the Farmers Elvtr. Co. was struck by lightning. A brakeman on a passing train reported the fire and it was extinguished with a chemical engine with small loss. The blaze occurred at midnight.

Taintor, Ia.—The Taintor Co-op. Shipping Ass'n, incorporated, to deal in grain, hay, feed, etc., with a capital stock of \$75,000, by U. G. Hull, Wm. Phelps, Jacob Pothoven and others. They will handle grain, live stock, etc. Chas. M. Garner is mgr.

Early, Ia.—Lightning struck the elvtr. of the Farmers Co-op. Elvtr. Co. during a heavy storm on the morning of Mar. 26, and damaged the building slightly. A blaze was started but was quickly extinguished. Late in the afternoon a second blaze was discovered but this too was put out without serious loss to the building.

Nemaha, Ia.—W. W. Cooper and son, R. W. Cooper, have bot the elvtr. of the Nemaha Grain Co. from Perry Smith, W. B. Hinde and J. W. Scithorn, props. Cooper, Jr., will be mgr. of the elvtr., which will be operated in connection with the Independent Farmers Elvtr. Co. at Sac. City.

Yale, Ia.—A. P. Bullard lives in Panora. He has not been in the grain business here altho he bot the elvtr. formerly owned by W. M. Leonard and later sold it to the Farmers Elvtr. Co. of which he is a stockholder. There are 2 elvtrs. here, but both are operated by the Farmers Elvtr. Co.—X.

Cherokee, Ia.—The elvtrs. of the Mathews Grain Co. and Geo. A. French were entered by burglars recently, but as the safes in both offices had been left unlocked and empty except for papers they secured no booty. Their only reward was the new spring overcoat of J. J. Mathews which he had left in the office.

Chatsworth, Ia.—The elvtr. of the Hunting Grain Co., containing 7,000 bus. of oats and 3,000 bus. of wheat, burned at 10:30 p. m., Mar. 23. The blaze was discovered at the top of the elvtr. and had gained so much headway by that time that the elvtr. could not be saved. The total loss is placed at \$20,000. The house will be rebuilt at once and the company expect to be in operation again in 60 days.

State Center, Ia.—While Mgr. J. L. Patton of Patton & Son stepped out of the office to see about the loading of some tile, an automobile containing 2 young men drove up to the elvtr. Both went into the office and returning in a few moments, hurriedly drove away. Mr. Patton watched them disappear and then entered the office to find the cash drawer open and part of the change gone. Bills in the lower part of the drawer and money in the open safe were not touched.

Waterloo, Ia.—W. J. Peddicord is reported to have been indicted for an alleged embezzlement of \$15,108.50 from the Waterloo & Cedar Fall Union Mill Co. of this city, for which he was sec'y and mgr. for many years. He recently retired from the management of the company and went into the brokerage business on his own account. It is said that he frequently borrowed from the company during his tenure of office and in each case paid it back without discovery. The last drop in the corn market, however, broke him and he could not make good.

Des Moines, Ia.—The spur track bill which recently passed the Senate of the Iowa legislature by a vote of 42 to 2 and 6 absent, provides that a railroad company shall be required on the order of the state board of railroad commissioner after a due finding as to the necessity therefore, to construct a spur track not exceeding 3 miles in length if it is found to be necessary "for the successful operation of any existing or proposed mill, elevator, storehouse, warehouse, dock, wharf, pier, manufacturing establishment, lumber yard, coal dock, or other industry or enterprise and its construction and operation is not unusually unsafe and dangerous."

KANSAS

Colony, Kan.—The new 15,000-bu. elvtr. has been completed.

Lyons, Kan.—J. W. Long, vice-pres. and gen. mgr. for the Central Kansas Milling Co. is dead.

Elkhart, Kan.—We will need a new conveyor belt soon.—J. L. Davis, Elkhart Equity Exchange.

Cuba, Kan.—The Associated Mill & Elvtr. Co. will probably take over and operate the elvtr. of O. Vanier very soon.

Ness City, Kan.—The Farmers Elvtr. Co. will soon have a new elvtr., or, of the concrete tanks being nearly completed.

Newton, Kan.—The Goetz Flour Mills is increasing its capital stock by the sale of \$200,000 worth of preferred certificates.

Herndon, Kan.—The Herndon Equity Exchange will overhaul and repair its elvtr. The Birchard Constr. Co. has the contract.

WILKES & HETTELSATER

INDUSTRIAL ENGINEERS

Flour Mills
Grain Elevators

Appraisals and Reports
Plans and Specifications

Mutual Bldg., Kansas City, Mo.

St. John, Kan.—The new storage addition to the St. John Mills is nearing completion. New machinery is being installed in the plant.

Dodge City, Kan.—Tom Brown formerly with the A. E. Taylor Grain Co. here, is planning to build one or more elvtrs. in western Kansas.

Florence, Kan.—John G. Snelling and J. Reverend are reported to be interested in the possible establishment of a mill and elvtr. here.

McDonald, Kan.—E. G. Urben & Co., have bot the elvtr. of the Central Granaries Co. here. Mr. Urben was formerly mgr. for the Farmers Equity Union here.

Glen Elder, Kan.—We have leased the elvtrs. of the Kaull Milling Co. at this station but are not connected with that company.—H. W. Libby, Libby & Goudy.

Salina, Kan.—The H. D. Lee Flour Mills Co. has completed plans for two re-inforced concrete tanks to cost \$25,000. The tanks are to be completed in the early summer.

Delavan, Kan.—I am now mgr. for the Farmers Union Co-op. Merc. Ass'n here, was formerly bookkeeper for the Farmers Mill & Elvtr. Co. of Assaria.—R. P. Hughes.

Hutchinson, Kan.—I am now local wheat buyer for the Sawyer Milling Co. Was formerly mgr. for the Cox-Henry Grain Co. at Rusk (Fairview p. o.), Okla.—H. O. Mattenley.

Washington, Kan.—I. E. Woolman, grain buyer for the defunct Kaull Milling Co. at Glen Elder for the past 10 years, has succeeded Elmer Williamson as mgr. for the Duff Grain Co.

Wichita, Kan.—The grain department of the Kansas Flour Mills Co. will be moved to Kansas City, Mo. at an early date. Mgr. Thad L. Hoffman made the announcement after a trip to that city.

Arlington, Kan.—The recently organized Arlington Co-op. Exchange has bot the elvtr. of the Kansas Flour Mills Co. and is now operating the house under the management of E. C. Beauchamp.

Solomon, Kan.—J. E. Weber & Co., of Kansas City, Mo., have bot the Solomon River Roller Mills, owned by C. Heller who was also mgr. The new company is in possession and will increase the capacity of the plant in a few weeks.

Cunningham, Kan.—The elvtr. of the Farmers Grain & Elvtr. Co. which was recently taken over by the Farmers State Bank is not in operation now and will not be until July 1, unless sold before that time.—Ratliff Grain & Lbr. Co.

Conway Springs, Kan.—The elvtr. owned by G. C. Smith but generally called the Strong Elvtr. since it was operated for years by the B. Strong Grain & Coal Co., will be wrecked by the present owner and a new and up-to-date house will be erected on the site.

Edson, Kan.—G. E. Fike has let contract to W. C. Bailey & Son for extensive repairing and remodeling of his elvtr. here. Besides increasing his storage, he will install a new 15-ton truck Scale and Globe Combination Truck Dump, 6-bu. Richardson Automatic Scale and 15 h. p. engine. A new large office and driveway and engine room will be added.

Hugoton, Kan.—We have bot the old elvtr. of the H. B. Wheaton Grain Co. and operate it. Mr. Wheaton built a new house and is operating it. The Dodge City Alfalfa Mill Co. will build here this spring as will Geo. Stockstill who will put up an elvtr. The C. M. Light Grain & Milling Co. did not build or buy as reported last spring.—Ed. Jones, mgr. Hugoton Equity Exchange.

TOPEKA LETTER.

A bill prohibiting any organization from issuing weight certificates and fixing a penalty of from \$500 to \$1,000 for changing or altering weights and grades as certified by the state inspection dept. has passed the senate of the state legislature.

The Kansas legislature has adjourned and not a single bill affecting the grain interests was passed. The Frizell and Green Bills, better known as "Anti-option Bills" died on the Senate calendar. The Administration Bill, known as the "personal income tax bill" met its death in the Committee room. The amended warehouse bill was passed and is now a law. Fortunately, this bill does not provide for compulsory storage in country elvtrs. I don't believe that there is a single elvtr. owner in Kansas that will apply for a license as a warehouseman under the terms of this law.—E. J. Smiley, sec'y Kansas Grain Dealers Ass'n.

E. Rogers, of Hope, has been expelled from membership in the Kansas Grain Dealers Ass'n by the board of directors of the ass'n.

The following have applied for membership in the Kansas Grain Dealers Ass'n: Stark Farmers Union Co-op. Ass'n, Stark; J. H. Hillyer, Dodge City; Jere Kimmel, Robinson; Smith & Sharpless, Effingham; Farmers Union Co-op. Ass'n, Oketo; Oketo Milling & Elvtr. Co., Oketo; Buffalo Grain Co., Buffalo; Pratt-Leslie Grain Co., Harper, and Chas. E. Stuart, Ford, all of Kans.—E. J. Smiley, sec'y.

KENTUCKY

Bowling Green, Ky.—The corn cribs and garage of the Bowling Green Milling Co. burned recently. The fire was caused by sparks from an L. & N. engine.

LOUISIANA

New Orleans, La.—We are indebted to H. S. Herring, sec'y of the Board of Trade for a copy of the 38th annual report of the exchange. The report of Warren Kearny, pres. for 1920 is most complete and is well worth reading as are the reports of the various com'ites. There is a complete list of members, officers, com'ites etc.

MARYLAND

Easton, Md.—We have started to rebuild our plant which was partially destroyed by fire Feb. 15. Will resume operations about July 1.—Easton Milling Co.

BALTIMORE LETTER.

W. C. House and E. L. Norton have applied for membership in the Chamber of Commerce.

The Barnes-Jackson Grain Co. has moved into new offices in the Chamber of Commerce Building.

W. E. Harris & Son have new quarters in the Chamber of Commerce much more commodious than the old rooms which were further down the corridor.

Edward D. Legg has applied for membership in the Chamber of Commerce. He is the son of James C. Legg, former pres. of the exchange, who died recently.

Geo. K. Bobb, one of the most familiar figures on the Chamber of Commerce, died Mar. 31, from the effects of an abscess on the brain. George had been mgr. for the Western Union in the exchange for over 20 years.

The traffic com'ite of the Chamber of Commerce has established the following as the basis for insurance rates on grain in export elvtrs. here: Wheat, \$1.70 per bu.; corn, 80c; rye, \$1.70; barley, \$1, and oats, 60c.

A new lighting system has been installed in the Chamber of Commerce which greatly improves the exchange. Recently the old pit was removed and now the private wires are being moved from the east to the west side of the building.

The Chamber of Commerce has notified its members that the opening and closing hours on the floor of the exchange will conform with those of the Chicago Board of Trade, which is now under the daylight saving schedule. Clocks on the board have been advanced an hour.

MICHIGAN

Shafter, Mich.—The Shafter Elvtr. Co. has succeeded A. B. Ballard.

Reed City, Mich.—Curtis Bros. have been succeeded by the Smith Elvtr. Co. here.

Colon, Mich.—The Farmers Elvtr. Co. has bot tile for the purpose of building a new elvtr.

Elsie, Mich.—L. W. Curtis has been succeeded by Earl Jones who will operate the elvtr. as the Curtis Elvtr. Supply Co.

Schoolcraft, Mich.—The elvtr. that I sold to W. L. Harvey & Son burned and probably will not be rebuilt.—W. J. Thomas.

Webberville, Mich.—The Webberville Elvtr. Co. is in the hands of a receiver. It is reported that Chas. Cool, who sold his elvtr. at Clarks-ville, will probably buy this house.

Port Huron, Mich.—Under re-organization due to the retiring of A. L. Chamberlain from the Chamberlain-Holmes-Jeffords Co., that company has been discontinued and the business is now operated as the Port Huron Grain Co.

Jackson, Mich.—The date of the Michigan Hay & Grain Ass'n annual convention is set for Aug. 26 at the Hotel Cadillac, Detroit. This date is set particularly because of it following immediately the National Hay Ass'n annual convention, when delegates can go from the National Hay Convention to our State Convention and meet Michigan friends without loss of much additional time or extra expense.—J. C. Graham, sec'y.

MINNESOTA

Stewart, Minn.—The Pacific Elvtr. Co. is getting ready to paint its elvtr.

Hazel Run, Minn.—We will do some repair work.—Hazel Run Produce Co.

Stewart, Minn.—B. J. Wagner is temporary mgr. for the Empire Elvtr. Co.

Kasota, Minn.—The Hubbard & Palmer Co. has installed a Morris Grain Drier.

Isanti, Minn.—The Isanti Co-op. Produce Co. will remodel its elvtr. this summer.

Hector, Minn.—The elvtr. of V. H. Smith, the oldest elvtr. here, is being wrecked.

Mayville, (Austin p. o.), Minn.—The local elvtr. burned Mar. 17 and is a total loss.

Waseca, Minn.—Geo. P. Madden has been appointed receiver for the Waseca Milling Co.

Porter, Minn.—The elvtr. of Frank J. Speight burned recently with a loss of \$15,000.

Wabasha, Minn.—The Wabasha Roller Mills have installed a Carter Disc Separator in their plant.

Bird Island, Minn.—The Monarch Elvtr. Co. has no agt. here at present. Mail addressed to agt. is returned.

Butterfield, Minn.—The Hubbard & Palmer Co. has let contract for the installation of an auto truck dump in its elvtr. here.

Avoca, Minn.—Peter Kinney, formerly mgr. for Ted Paal at Currie, has succeeded Geo. Beals as mgr. for the Farmers Elvtr. Co.

Hazel Run, Minn.—The elvtr. of the Security Elvtr. Co. is still closed and will be for a few months. Business here is on the bum.—X.

Fox Lake, Minn.—The Hubbard & Palmer Co. will build a new office driveway and coal sheds adjacent to its elvtr. at this station.

Pipestone, Minn.—Herman Kienitz has succeeded Grover De Vanney as mgr. of the Farmers Elvtr. Co. Mr. Kienitz has gone to Dell Rapids, S. D.

Northfield, Minn.—The Farmers Co-op. Elvtr. Ass'n has been formed here and will either buy the old plant of the Farmers Elvtr. Co. or will build a new house.

Carver, Minn.—Anton Knoblauch, for many years in the grain business here, died Apr. 2 at the age of 86. He retired from active business in 1909 when he sold his elvtrs.

Sleepy Eye, Minn.—The Farmers Elvtr. Co. is building a modern elvtr. The elvtr. will have an actual capacity of over 50,000 bus. and will be equipped with 6 legs, 2 automatic scales, a 100-bu. hopped scale, and a 26-ft. 10-ton scale equipped with 3 air dumps, Richardson 70-in. Simplex Cleaner on the workfloor, and corn sheller. The corn and the grain elvtr. will be of a combination type. The power will be furnished by motors, using individual motors on each leg and machine, connected with silent chain drives. The house will contain 26 all overhead bins, and there will be a complete basement 8 ft. deep under the entire elvtr., driveway and office building. The office will be fitted with modern equipment, built special to fit the owners' requirements, fireproof vaults will be installed. A large warehouse for the storage of sacked products will be arranged for, and large storage for handling by-products of the cleaning equipment will be built independent of the main building. Materials have been ordered and work will be started soon. The two old elvtrs. now operated by the company will be wrecked, and the new elvtr. built on the present site. Chas. P. Cutting has been mgr. for over 25 years. The T. E. Ibberson Co. has the contract for the work.

Specializing in Elevator Accounting

LEWIS AUDIT COMPANY

FLINT, MICH.
208 F. P. Smith Bldg.
Phone 4486

SAGINAW, MICH.
509 Wiechmann Bldg.
Phone 403

Lamberton, Minn.—J. F. Duncan, who lost his elvtr. and mill by fire Feb. 12, will not rebuild. He had operated the elvtr. which he bot from the Albert Spaulding Elvtr. Co., for 2 years.

London, Minn.—The Farmers Co-op. Co. has bot the elvtr. of J. R. Lukes and Mr. Lukes has been retained as mgr. He is out of the grain business on his own account.—John Reisdorf, agt. Speltz Grain & Coal Co.

Waconia, Minn.—The Waconia Roller Mill Co. has awarded contract to the T. E. Ibberson Co. for the erection of a 100-bbl. flour mill and grain storage, also large storage for handling coal. Work will be started on this job at once.

Ortonville, Minn.—The Cargill Commission Co. never operated an elvtr. at this point and do not now. The elvtr. of the North Shore Boat Line reported taken over by them, was taken over and is now operated by the Kellogg Commission Co. It was formerly operated by J. P. Bauer.—R. F. Walker, agt.

Sauk Center, Minn.—The elvtr. known as the Lee-Gingery Elvtr. is owned by the Central Minnesota Power & Milling Co. but is not operated. The Farmers Equity Exchange has an option on it but has not taken it over yet.—F. S. Parker, (Owners of the elvtr. write that the sale of the elvtr. will take place soon in their opinion.)

Argyle, Minn.—H. R. Meisch, pres. of the Farmers National Grain Dealers Ass'n and a member of the Farmers Grain Marketing Com'te of Seventeen, died on Mar. 30, at Portland, Ore. Mr. Meisch has been in ill health for months and jourined westward in the hope that the change would benefit him. The funeral was held at his home here, April 5, 1921.

Eden Valley, Minn.—I will rebuild my elvtr. burned Mar. 9. The house was a complete loss. Had about 9,000 bus. of wheat and rye in it. The house and grain were fully insured. The cause is not known but is believed to have been due to a spark from an engine which passed a few minutes before the blaze was discovered. Expect to start work on new elvtr. in May.—Wm. F. Ahlbrecht.

DULUTH LETTER.

Adam G. Thomson has succeeded his father, A. D. Thomson, who died recently, and is looking after his father's interests.

Suits to recover \$2,297.53 and \$1,861.96 have been filed against H. H. and Carl Espeseth of Clearbrook, Minn., by William Grettum & Co. The plaintiffs alleged that the two men, former customers, owe them the amounts named.

Elvtr. H. of the Consolidated Elvtr. Co. was completely unroofed and the roof of the concrete elvtr. D was damaged, during a severe wind-storm Mar. 26. Some of the grain in the elvtrs. was damaged by the rain following the storm.

J. M. O'Gorman, mgr. of the elvtrs. of the Great Northern Elvtrs. Co. here, for many years, died Mar. 30. He had been in ill health for some time but was not seriously ill and his death came as a shock to the many who knew him personally and thru business associations.

MINNEAPOLIS LETTER.

E. Lowitz & Co. closed their private wire office at this market April 1.

The Minneapolis Grain Shippers Ass'n held its regular meeting and dinner Apr. 9.

Jas. E. Bennett & Co. opened a private wire office here, Apr. 1, with E. L. Brown in charge.

The Baldwin Flour Mills Co., Inc., has succeeded the Baldwin Elvtr. Co. Capital stock is now \$500,000 and E. A. Carlson is sec'y.

The private wire office of Lamson Bros. & Co. has been moved to the old Chamber of Commerce Building where it has larger quarters.

Dan G. Hagen, for many years mgr. of the grain and feed departments of J. C. Miller & Co., has retired and will go to Medford, Ore., to live.

A new automatic gong has been installed on the floor of the Chamber of Commerce to notify traders of the opening and closing of the market hours.

Henry Nicolin, connected with the Frazier-Smith Co., who has been seriously ill with pneumonia, has recovered and expects to be at the office again in a few days.

A special meeting for the consideration of national legislation in reference to control of grain exchanges, was held by members of the Chamber of Commerce, Mar. 30.

The Carter-Sammis Co. has moved its offices from the Chamber of Commerce Building to the Flour Exchange.

ST. PAUL LETTER.

One of the bills at the head of the House calendar is for the appropriation of \$25,000 to be used to eradicate the barberry bush which is looked upon as a prime cause for black rust.

Rep. R. A. Wilkenson has introduced a new bill in the legislature which is designed to put "teeth" in the future trading law. The measure would make it the duty of the state grain and warehouse department to detect gambling on the grain exchange and to furnish the evidence for prosecution. The prosecution would be placed in the hands of the attorney general instead of county attorney.

St. Paul, Minn.—Albert C. Claussen, for 20 years sec'y of the Minnesota railroad and warehouse commission, died Apr. 2, at his home in this city. He was 71 years old but had been active in the duties of his office up to a month ago, when he resigned. He came to Minnesota in 1872. He organized the state grain inspection department and became its first chief deputy inspector at Minneapolis under the grain law of June 1, 1885. He was appointed chief inspector Aug. 1, 1889, and served in this position for 10 years. In 1901, he was appointed warehouse registrar and sec'y of the railroad and warehouse commission. He is survived by his wife.

Apr. 1, the house passed 5 bills on the farm marketing program. The first bill concerned a request to congress to prohibit speculation in farm products. Another bill would increase the bond of the grain commission merchant from \$5,000 to \$25,000. A third bill would revise the prices charged for storage of grain in terminal warehouses. The fourth bill would establish the negotiability of warehouse receipts. The last bill requests the president, by embargo, or congress by emergency tariff legislation, to prohibit importation of agricultural products into the United States which are injurious to the agricultural industry of this country.

MISSOURI

Advance, Mo.—The Stoddard Mill & Elvtr. Co. incorporated for \$25,000.

LaGrange, Mo.—The Farmers Elvtr. Co. will buy the elvtr. of W. E. Mitchell.

Lockwood, Mo.—J. H. Wegner has succeeded C. S. Ring as mgr. for Keran & Pale.

Paris, Mo.—The Farm Buro. will capitalize a stock company for \$25,000 to build an elvtr.

Drexel, Mo.—J. H. Braden has succeeded J. W. Karr as mgr. for the Farmers Elvtr., Merc. & Mfg. Co.

Pleasant Green, Mo.—I have succeeded C. H. Schupp as mgr. for the Farmers Elvtr. Co.—A. G. Wolfe.

Springfield, Mo.—B. C. Christopher & Co. has opened a branch office here with J. P. Kreitzer in charge.

Carthage, Mo.—The Farmers Exchange has been organized here and expects to operate an elvtr. this season.

Sedalia, Mo.—We are not figuring on doing any building here or anywhere else.—A. C. Harter, Sedalia Milling Co.

Hamilton, Mo.—H. E. Murphy, mgr. for the Farmers Products & Grain Co., has been succeeded by F. W. Mueller.

Moberly, Mo.—The Moberly Grain Co. has been organized by T. R. Florita. An elvtr. will be built in the near future.

Platte City, Mo.—The recently incorporated Platte City Co-op. Elvtr. Ass'n has bot the elvtr. of the A. J. Elvtr. Co.

Clarksburg, Mo.—The Farmers Elvtr. Co. has decided to operate on the co-op plan and has increased its capital stock to \$30,000.

Fayette, Mo.—Farmers are organizing to build a large elvtr. and have hired L. F. Childers, present County Farm Advisors, as mgr. after May 1.

Sands, (St. Charles p. o.), Mo.—The Florissant Valley Co-op. Ass'n will buy an elvtr. here and will either build or buy one at Anglum.—agt. Nanson Commission Co.

Brunswick, Mo.—I have been here as mgr. for about a month. We will install a new loading machine.—R. L. Carter, mgr. Farmers Co-op. Ass'n. (P. D. Black is mgr. for the Brunswick Cash Merc. Ass'n, which does not operate an elvtr. as reported, but a general store.)

Osborn, Mo.—Work on the new concrete elvtr. and warehouse of the Osborn Elvtr. Ass'n will be started next week by the Monolith Builders, Inc., who have the contract.

Emma, Mo.—The Emma Co-op. Elvtr. Co. has let contract to the Monolith Builders, Inc., for the installation of the machinery in its new elvtr. The contract for the elvtr. was let in September and work was started but was suspended in January and has just been resumed.

Jefferson City, Mo.—Employees of the state grain inspection department, who have been hoping to receive "back pay" for 1919 and 1920, when their wages were cut to bring the amount within the appropriation allowed, are sadly disappointed, the legislature just closed having refused to reimburse them. The amount involved is \$31,000.

ST. JOSEPH LETTER.

C. D. Taylor and C. B. Lightner have formed a partnership, and will operate as grain merchants with an office in the Corby-Forsee Building. The new arrangements became effective March 15. Both of these gentlemen were formerly connected with the St. Joseph Branch of Vanderslice-Lynds Co. Commission business will be a specialty although it is expected to carry on merchandising operations to some extent. The firm style is Taylor-Lightner Grain Co.—N. K. Thomas.

Strandberg, McGreevy & Co., of Kansas City, have opened a branch on the ground floor of the Corby-Forsee Building. Private telegraph service has been provided. No expense has been spared in fitting out the new office and all furnishings are strictly up to the minute. The local branch is under the management of George L. Kyser, who has had 15 years experience in the brokerage business and was formerly mgr. of the Tulsa, Okla. branch of the firm. Operations were started April 1.—N. K. Thomas.

KANSAS CITY LETTER.

R. A. Drayton has bot. the Board of Trade membership of C. S. Leach for \$8,500, the price including the transfer fee. He has applied for admission to the exchange.

The grain department of the Kansas Flour Mills Co. will be located in this city in a few days according to Thad L. Hoffman, mgr. Present headquarters are in Wichita, Kan.

After May 1, Arthur J. Stern, formerly sales mgr. of the Wells-Abbot-Nieman Co. of Schuyler, Neb., will be associated with the Kansas Flour Mills Co. at this market.

L. W. Bixler, well known to the grain men at this market and in the vicinity, died Mar. 27 at the age of 50. He was on the road for many years for the Hall Baker Grain Co. He is survived by his wife and 2 daughters.

Fire in the big mail box on the main floor of the Board of Trade, Mar. 28, caused some anxiety on the part of the members of the board. Many letters and papers were charred and burned and as yet no one knows who suffered a loss.

The amendment to the rules of the Board of Trade in regard to the suspension or expulsion of a member of the exchange who continues business when he knows that his firm or that he, individually, is insolvent, was adopted Mar. 25 by a membership vote.

John B. Nicholson, formerly mgr. for the Kaw Milling Co., Topeka, has succeeded W. C. Kreger as gen. mgr. for the Kaul Milling Co. which is being operated for the benefit of its creditors by the receivers. Mr. Nicholson has sold the greater part of his interests in the Kaw Milling Co. and is succeeded as mgr. by Arthur H. Dillon.

ST. LOUIS LETTER.

Interest on advances for the month of April has been fixed at 7% by the directors of the Merchants Exchange.

St. Louis, Mo.—The Missouri Grain Dealers Ass'n will hold its annual meeting at St. Louis, Apr. 27 and 28. Headquarters will be at the Planters Hotel.—D. L. Boyer, sec'y.

R. P. Thompson, one of the oldest employees of the State Grain Inspection Department here, recently underwent an operation. The latest reports indicate he is out of danger.

MONTANA

Medicine Lake, Mont.—The elvtr. of Southall Co., here, containing 4,000 bus. of oats and 3,000 bus. of wheat and flax burned Mar. 27.—E. Rankin, agt. International Elvtr. Co.

Missoula, Mont.—The Montana Sales Corporation has been organized to conduct a general grain brokerage business here. Dalton Risley, formerly with the Ravalli Flour Mills is a director and mgr. of the company.

Belgrade, Mont.—R. R. McAuley, formerly mgr. of the elvtr. of the Montana Flour Mills Co. here, has been promoted to the management of the company at Bozeman, succeeding V. G. Quinzy who has gone into the grain business on his own account.

Bozeman, Mont.—V. G. Quinzy formerly mgr. for the Montana Flour Mills Co. has formed the Gallatin Grain Co. and is pres. of the company. R. R. McAuley has succeeded him as mgr. with the milling company. He was formerly elvtr. mgr. for the company at Belgrade.

Lohman, Mont.—The 25,000-bu. elvtr. of the H. Earl Clack Co. burned Mar. 22, and is a total loss. The elvtr. was empty and the cause of the fire is not known. It is thot, however, to have started on the outside of the house as hay had been handled on the industrial tracks near the elvtr.

Loma, Mont.—The sentence, requiring Leroy S. Tole, former mgr. of the elvtr. of the Gallatin Valley Milling Co., here, to serve one year in the state penitentiary, has been suspended. He is alleged to have confessed that he appropriated \$2,834.80 belonging to his company, pleading guilty to the charge.

Malta, Mont.—The Equity Co-op. Ass'n has let contract to Ora Woolery for the construction of a new 30,000-bu. iron clad elvtr. replacing the house burned Nov. 22, 1920. The house will be modern thruout and will be equipped with Bird Shipping Scale, double distributor, cleaner, Howe Dump Scale, 25 h. p. motor and a Strong-Scott Manlift. The Strong-Scott Mfg. Co. will furnish all the machinery. A 20x28 ft. warehouse will also be built.

NEBRASKA

Alvo, Neb.—The Farmers Union Co-op. Ass'n of Alvo is "broke."—F. E. Cox, pres.

Nelson, Neb.—The Farmers Union Elvtr. Co. has increased its capital stock to \$10,000.

Bartley, Neb.—We are rebuilding our elvtr. and putting in a motor dump.—E. E. Smith.

Bartley, Neb.—E. E. Smith has let contract to the Birchard Constr. Co. for the remodeling of his elvtr.

Hoag, Neb.—H. B. Hall, formerly mgr. of the Farmers Elvtr. Co. here, is now mgr. for the Farmers Elvtr. Co. at Liberty.

Liberty, Neb.—H. B. Hall, formerly mgr. of the Farmers Elvtr. Co. at Hoag, is now mgr. for the Farmers Elvtr. Co. here.

Enders, Neb.—The Farmers Produce & Supply Co. is figuring on installing a dump, manlift and cleaner. O. B. Todd is mgr.

Shelby, Neb.—Oscar Blevins has bot the controlling interest in the Shelby Grain Co. and is now in charge of the elvtr.—W. L. Davis.

Weeping Water, Neb.—We are not repairing our elvtr. as reported nor do we expect to do so this year.—Farmers Union Co-op. Ass'n.

Tobias, Neb.—H. G. Otto is installing new dumps in his elvtr. I am now mgr. for the W. T. Barstow Grain Co. here.—H. G. Clark.

Wauneta, Neb.—L. E. Hardy has succeeded H. E. Hoff as mgr. for the Equity & Merc. Exchange. Mr. Hoff will remain as bookkeeper.

Imperial, Neb.—P. J. Fitzgerald, of Kroth & Fitzgerald, has been seriously ill for some time with influenza. He is reported somewhat better at present.

Grand Island, Neb.—R. A. Collier, mgr. of the office of the Fred W. Elder Grain Co. here will be mgr. of the new office of the company at Denver, after May 1.

Imperial, Neb.—The Imperial Merc. Equity Exchange has recently completed a concrete office and has installed the old scales on a new foundation at the new building. A. J. Belan is mgr.

Fairfield, Neb.—Mail for the Moritz Grain Co. at this station should be addressed to the Fairfield Grain Co. as that is the name under which it operates here, the main office being at Hastings.

Lincoln, Neb.—Every dealer in grain should write his representatives in the state legislature opposing Senate File No. 65 that would tax the dealer by an assessment to the full amount of all purchases and sales for the year. The fair assessment should be on the average capital employed.

Nebraska City, Neb.—The plant of the Paul Schminke Flour Mills which has been in operation since 1876, was closed Apr. 1. The affairs of the company will be liquidated to benefit the heirs to the estate according to L. W. Schminke, mgr.

Schuyler, Neb.—Arthur J. Stern has resigned as sales mgr. for the Wells-Abbott-Nieman Co. after being with the company 10 years. He is now in Kansas City, Mo., where he will make his home. Mr. Stern started to make the trip to Kansas City by automobile but his car was wrecked when it went into collision with a truck along the way. Mr. Stern, however, was not hurt.

Lincoln, Neb.—On Apr. 7 by practically a unanimous vote the House passed the Senate Farm Warehouse Bill, which authorizes the issuance of county warehouse certificates to farmers storing grain on their farms. Farmers may borrow money on these certificates, but the lender is protected by law. The Senate concurred in the amendments and the bill now goes to the Governor.

OMAHA LETTER.

The Rothchild Grain Co., following the death of Emil Rothchild, its pres., has closed out its business.

Omaha, Neb.—John A. Kuhn who was recently appointed traffic mgr. for the Grain Exchange is "on the job."

The elvtr. of the Rothchild Grain Co. has been leased to the J. Rosenbaum Grain Co. and E. J. Martin who was floor man for the Rothchild company on the Chicago Board of Trade will be mgr. for the elvtr. with James Barlow as supt., and E. E. Huntley still mgr. of the Omaha Office of the company.

NEW ENGLAND

Portland, Me.—The Eastern Grain Co. has succeeded S. A. True & Co. here.

Waterville, Me.—The E. E. Austin Grain Co. has been incorporated for \$10,000.

Portland, Me.—The Grand Trunk Railway System has announced that it will operate its elvtr. here this summer and keep the port open.

Brattleboro, Vt.—The Crosby Elvtr. Co. had over a thousand bags of grain in the basement of the elvtr., badly damaged by water when an ice pack in the river caused an overflow.

Rockland, Me.—Chas. M. Richardson and Fred T. Studley have bot the grain business of L. N. Littlefield and have incorporated the Knox County Grain Co. with a capital stock of \$50,000. Mr. Littlefield will retire from the grain business.

Hartland, Me.—The grain warehouse of L. P. Manson containing several thousand bus. of grain burned at 8 p. m. Mar. 21. Mr. Manson, while in the building, overturned a lantern which started the fire. The loss is \$15,000, partially covered by insurance.

Middlefield, Conn.—C. L. Hughes, mgr. for the Middlefield Grain Co., a branch of Meech & Stoddard, saved the contents of the company's safe, when, with his brother-in-law, he investigated some strange lights seen in the office. Mr. Hughes went thru the basement and caught the burglars at work. They dropped what loot they had and fled.

Rockville, Conn.—The fire which destroyed the elvtr. and grain warehouse of the Rockville Grain Co. was discovered at 3:30 a. m. on the second floor directly over the office. It had, however, gained such headway that the entire plant and its contents, comprising considerable grain and much up-to-date machinery, is an entire loss. Fire has broken out in the ruins 3 times. The company is continuing business in a building adjacent to its old quarters.

BOSTON LETTER.

Boston, Mass.—Frank S. Davis, who has been head of the New England Traffic Buro., is now mgr. of the recently organized Maritime Ass'n of the Chamber of Commerce.

Boston, Mass.—The offices of the U. S. Dept. of Agri., Buro. of Markets, Federal Grain Supervision, have been moved from the Oliver Building to the 12th floor of the Customs House.—Fred L. Wallace, Grain Supervisor.

Boston, Mass.—The state legislature has decreed that daylight savings time shall extend from April 24, to Sept. 25, and grain men on the exchange are having the time of their lives in conforming to the Chicago time until the schedule goes into effect here.

Geo. W. Crampton, member of Hosmer, Robinson & Co., died Mar. 25. He had been in failing health for about a year past and earlier in the winter spent two months or more at the Hot Springs of Virginia, for the benefit of his health. During the past two months he had been attending to his business affairs up to a fortnight ago, since which he had been confined to his home. As a young man he became a clerk in the employ of the firm of which 15 years later he was made a member. He was for many years a member of the Chamber of Commerce and for many years had been an active figure in grain and hay circles. He is survived by his wife and 3 children.

NEW JERSEY

Millville, N. J.—D. Parker Lippincott, mgr. of the Millville Flour & Grain Co., died suddenly, Mar. 2 at the age of 69.

NEW MEXICO

Deming, N. M.—The Ingram-Dexter Produce Co. has been organized to deal in grain, and farm produce here.

Las Vegas, N. M.—The Las Vegas Roller Mill will build a 50,000-bu. elvtr. and warehouse to be completed early this spring. D. Hock, Albuquerque, is prop. of the company.

Las Vegas, N. M.—The Farmers & Stockmens Exchange has been organized at this point to operate elvtrs. and warehouse, and to operate stock yards, etc. The company has a capital stock of \$50,000 and will also do a commission business. M. E. Noble, A. J. Gerard and R. E. Schoonmaker are interested.

Clovis, N. M.—J. M. Board is pres., L. H. Sanders, vice-pres., J. C. Nelson, sec'y-treas. and A. H. Parks mgr. for the Western Elvtr. Co. which operates a 100,000-bu. elvtr. here and two 25,000-bu. houses at country stations. The company has previously been reported as the Western Elvtr. & Trading Co.

NEW YORK

Geneva, N. Y.—Mail addressed to C. M. McLaughlin, formerly in the grain trade here, is returned "Unclaimed."

Buffalo, N. Y.—M. C. Burns, pres. of the Traders & Producers Supply Co., has been seriously ill with pneumonia.

Buffalo, N. Y.—Geo. E. Pierce, who became a bankrupt Apr. 23, of last year, has been discharged from bankruptcy by Federal Judge Hazel.

Gowanus Bay, N. Y.—Bids for the completion of the state elvtr. to be erected at this point, will be received until 12 noon, Apr. 19, by Chas. L. Cadle, state supt. of public works, at the State Capitol Building in Albany. The bids must include the completion of the entire structure and its equipment. The contract for the foundation was let some time ago and work is being rushed on it. The house is to have a total capacity of 2,000,000 bus.

NEW YORK LETTER.

Gontard, Isreal & Wessels have dissolved partnership.

Mason Hawker and Howard E. Norris have applied for membership in the Produce Exchange.

Fred L. Frost is now representing Lamson Bros. & Co. of Chicago on the Corn Exchange. He was formerly a representative of Logan & Bryan.

The Hecker-Jones-Jewell Co. will build an elvtr. in this city before finishing work on its new milling plant at Buffalo. The A. E. Baxter Engineering Co. has the plans for both plants.

Creditors of A. F. Youngblood & Co., have filed a petition of bankruptcy for the firm. It is alleged that the books and affairs of the company are badly tangled. The estimated liabilities are placed at from \$75,000 to \$100,000, while the best estimate on the assets is \$26,000 in cash, \$51,000 in outstanding collections and \$19,000 in machinery, etc.

B. F. Schwartz & Co. have announced that they will confine their activities to the grain trade only in future and have sold their membership in the stock and the cotton exchanges here, retaining only their grain memberships at Chicago, Winnipeg and New York. They will devote their time to cash grain and futures only and will retain their private wire connections.

NORTH DAKOTA

Goodrich, N. D.—We expect to repaint our elvtr. this summer.—Goodrich Grain Co.

Benedict, N. D.—I am temporary mgr. for the Farmers Co-op. Elvtr. Co.—W. J. Harchanko.

Halliday, N. D.—The elvtr. of the Farmers Elvtr. Co. burned recently with a loss of \$15,000.

Rhame, N. D.—The elvtr. of the Equity Elvtr. Co. was slightly damaged by fire recently.

Glover, N. D.—We have built a flour room in one end of our warehouse.—Farmers Equity Elvtr. Co.

Bisbee, N. D.—We will do considerable repainting inside of the elvtr. this year.—Farmers Elvtr. Co.

Hamburg, N. D.—Mail addressed to the Farmers Grain Co. is returned marked "Out of Business."

Milton, N. D.—C. W. Plain, who formerly owned and operated the Milton Roller Mill Elvtr., is dead.

Manfred, N. D.—The Farmers Elvtr. Co. has let contract to the T. E. Ibberson Co. for the remodeling of its elvtr.

Pickert, N. D.—We have leased the elvtr. of the Northwestern Elvtr. Co. at this station for 5 years.—Pickert Grain & Lumber Co.

Olmstead, N. D.—We built a flour and feed warehouse some time ago and also installed a dump and scale.—C. E. Briggs, mgr. Olmstead Grain Co.

Deep, N. D.—The Deep Elvtr. Co. did not rebuild the elvtr. burned last year and we operate the only house here now.—C. T. Hilden, agt., Dodge Elvtr. Co.

Finley, N. D.—We have just overhauled the elvtr. and besides the new scale, have installed a new leg with 6x11 cups, new spouting, etc.—R. W. Long, agt., Cargill Elvtr. Co.

Pekin, N. D.—B. Bakken has succeeded M. Fredrickson as buyer for the Northwestern Elvtr. Co., Mr. Fredrickson now being county treasurer.—Farmers Co-op. Elvtr. Co.

Sheyenne, N. D.—The Sheyenne Elvtr. Co. is planning on building a new elvtr. or increasing the capacity of the old house. C. W. Bralin is pres. and O. C. Oiefsidahl, sec'y.—P. Anton Peterson.

Wales, N. D.—The Farmers Elvtr. Co. has let contract to the T. E. Ibberson Co., for painting the elvtr. and making general repairs. F. J. Fisher has been mgr. for the Fischer Elvtr. Co. for the last 16 years and is ready to take a rest. He may sell the elvtr.

Raleigh, N. D.—The Bagley Elvtr. Co. has bot the elvtr. of the Raleigh Co-op. Equity Exchange and is operating it with E. R. Wallace as agt. H. H. Kintchie, formerly agt. for the Columbia Elvtr. Co., and M. Rousch have bot the elvtr. of that company, and Mr. Kintchie now operates it.—X.

Grand Forks, N. D.—The state elvtr. and mill at Grand Forks is partly completed. Something close to \$1,000,000 has already been put into the venture by the State. The mill and elvtr. is well planned and if completed will be of great value to the people of North Dakota under the proposed plan of selling grain. We cannot go on and leave it uncompleted and thereby lose what we have already invested. It should be completed and that should be done in time to make the plant available for the crop of 1921. After it is completed the State of North Dakota should lease it to National Sales agency adopted at the farmers conference at Chicago on Apr. 6.—Usher L. Burdick, pres. of the North Dakota Farm Bureau Federation.

OHIO

Orrville, O.—E. P. Willaman, pres. of the Orrville Milling Co., died Mar. 21.

Cincinnati, O.—The Bingham-Scholl Grain Co. has moved into larger quarters on West Front street.

Painesville, O.—The Nickel Plate Milling Co. has increased its capital stock from \$125,000 to \$175,000.

New Weston, O.—I am temporary mgr. for the Farmers Central Grain Co.—G. L. Tolman, vice-pres.

Agosta, O.—The elvtr. of the LaRue Farmers Exchange at this point, burned Apr. 6 with a total loss. The elvtr. had not been operated since the 2nd of the month and the cause of the fire is unknown.

Loudonville, O.—The Loudonville Mill & Elvtr. Co. has increased its capital stock from \$150,000 to \$400,000.

Lima, O.—C. E. Young & Son are out of business here and Mr. Young now makes his home in Los Angeles, Cal.

Frankfort, O.—The Concord County Farm Buro. is negotiating for the purchase of the elvtr. of Elias Hutton at this station.

Fulton, O.—Fulton Elvtr. Co. incorporated for \$10,000 by G. W. Heskett, A. L. Bartlow, L. W. Powell, F. O. Evans and W. Showalter.

Ansonia, O.—I have sold my elvtr. to the recently incorporated Peoples Grain Co. for \$25,000. The new company is now in possession.—J. H. Feltman.

Toledo, O.—We removed the steam plant and operate plant by electricity and driers with direct heat from hard coal.—C. Beaman, mgr. Central Grain Co.

Haviland, O.—I am now mgr. for the Haviland Elvtr. Co. succeeding C. W. Brown.—W. S. Bricker, formerly mgr. for the Payne Equity Exchange Co. at Payne.

The 42nd annual meeting of this Ass'n will be held at Toledo, Ohio, this year on Wednesday and Thursday, June 22 and 23.—J. W. McCord, Sec'y. Ohio Grain Dealers Ass'n.

Cincinnati, O.—Hutton & Co., who were made defendants in a suit brot by Henry A. Marks to recover \$9,600 lost in wheat trades 5 years ago, were given the verdict by a jury in the common pleas court.

Okolona, O.—Wm. H. Heiberg, a stockholder in the Okolona Grain & Stock Co., has brot suit against the company for foreclosure of a mortgage of \$14,500 alleging that the company is operating at a loss.

Van Buren, O.—There is no mill nor elvtr. here and no company by the name of the Van Buren Mill & Elvtr. Co.—X. (The company was reported to have incorporated and to have let contract for an elvtr. some time ago.)

Oberlin, O.—The Oberlin Elvtr. Co., which has a capital stock of \$50,000 succeeded the Oberlin Grain & Milling Co. Apr. 4. Geo. W. Morris is pres., W. H. Walker, sec'y-treas. and mgr. We will have no new buildings, having taken over the plants of the Oberlin Grain & Milling Co. and the Oberlin Grange & Supply Co.—W. H. Walker.

LaRue, O.—The elvtr. of John Kelly, containing a large amount of seed, feed and corn, burned at 6 a. m., Mar. 26, the loss amounting to \$9,000, partially covered by insurance. When the fire was discovered, smoke was pouring out of the cupola and the interior of the elvtr. was in flames. Mr. Kelly bot. the elvtr. from the LaRue Grain & Feed Co. last Fall. Another elvtr. burned on the same site May 24, 1876.

Toledo, O.—The following amendment to Rule 20, Sec. 10, has been adopted by the members of the Produce Exchange and is now in force: "A" On the arrival and inspection of grain bought to arrive, that does not inspect equal to the grade purchased, it shall be the duty of the receiver to immediately notify the shipper, by wire or phone, the grade and discount at which the grain is to be applied on contract, before ordering the car (or cars) forwarded or to the elevator for unloading, providing such a request is made by the shipper before arrival of the grain at Toledo. "B" On the arrival of consigned grain, it shall be the duty of the receiver to immediately notify the shipper, by wire or phone, the grade and best bid obtained, before selling; providing such a request is made by the shipper before arrival of the grain at Toledo.

OKLAHOMA

Chelsea, Okla.—D. J. Brown is now mgr. for the Chelsea Hay & Grain Co.

Guymon, Okla.—The Light Grain & Milling Co. is building an elvtr. at this point.—Claycomb Seed Store.

Mulhall, Okla.—Farmers are organizing a company with a capital stock of \$25,000 to operate a co-op. elvtr.

Lone Wolf, Okla.—The Gebbert Elvtr. Co. has closed its elvtr.—Geo. Kendrick, mgr., Chickasha Milling Co.

Red Rock, Okla.—The foundation for the new elvtr. of the Farmers Union Co-op. Exchange has been completed and work will be rushed on the superstructure. The elvtr. will have a capacity of 20,000 bus. when completed.

Capron, Okla.—The Sun Grain & Export Co. contemplates building a new house here soon.—Farmers Co-op. Ass'n.

Muskogee, Okla.—The Muskogee Mill & Elvtr. Co. incorporated for \$75,000 by J. W. and P. E. Bower and H. J. Venus.

Minco, Okla.—The J. M. Winfree Mill & Elvtr. Co. incorporated for \$10,000 by J. M. Winfree, J. V. and Alice Carlson.

Cambridge, Okla.—We will build an elvtr. here this summer. W. C. McBride, mgr. Farmers Co-op. Ass'n, Lone Wolf.

Kingfisher, Okla.—The Zalabak Grain Co. contemplates the purchase of a dump, dust collector, renewable fuse and a testing apparatus.

Owasso, Okla.—The Owasso Grain Co. is out of business. The elvtr. now belongs to the Tulsa County Farmers Co-op. Co.—A. E. Smith.

Lone Wolf, Okla.—We will install a new and larger engine and cleaners in our elvtr. at this station.—W. C. McBride, mgr. Farmers Co-op. Ass'n.

Cheyenne, Okla.—We have leased the elvtr. of the Warren Chalfant Grain Co. on the C. & O. W., and will handle all kinds of grain.—A. G. Carver, mgr. Farmers Co-op. Ass'n.

Rusk (Fairview p. o.), Okla.—I am now local wheat buyer for the Sawyer Milling Co. at Hutchinson, Kan. Was formerly elvtr. mgr. for the Cox-Henry Grain Co. here.—H. O. Mattenly.

Cherokee, Okla.—Orville Pfeifer, formerly mgr. for the Farmers Elvtr. Co. here, will be connected with the Clark Burdgrain Co. as buyer in Oklahoma, after May 1. He will not become mgr. of the company as has been reported locally.

Checotah, Okla.—The Farmers Market Ass'n with a capital stock of \$3,000 has decided to increase that amount and to build an elvtr. The company handled 35,000 bus. of grain last year under difficulties and want an up-to-date house to take care of this year's crop.

Enid, Okla.—The Oklahoma Flour Mills Co. has filed a petition in bankruptcy scheduling liabilities at \$113,000 and assets at \$92,000. J. R. Chapman, formerly mgr. will remain in charge of affairs until a trustee is appointed. The company has property here and at Dover.

Billings, Okla.—We have let contract for a new iron clad elvtr. to be built on our present lease and will commence wrecking our old plant at once. The new plant will have a capacity of 35,000 bus., will be iron clad and equipped with 2 legs with V type buckets with a capacity of 1,500 and 1,800 bus. an hour, large cleaner and clipper, one 20 h. p. motor and one 15 h. p. motor, one 15 h. p. engine. Richardson Automatic Scale, man lift, and a Trapp Dump. The Southwestern Engineering & Machinery Company has the contract.—Billings Grain & Supply Co., Kenneth Parlour, mgr.

OKLAHOMA CITY LETTER.

The office of the P. J. Mullin Grain Co. has been closed until the season opens up. Mr. Mullin will take a vacation at Hot Springs.

A. B. McFarlan is wearing a broader smile and handing out cigars without stint to his many associates on the Board of Trade, the occasion being the arrival of a son at his home.

Oklahoma City, Okla.—The W. L. Perkins Grain Co. will represent the C. B. Fox Co., of New Orleans, La., at this point and will in future confine itself to a strictly brokerage and commission business.

OREGON

Mikkalo, Ore.—The elvtr. of the Farmers Co-op. Elvtr. Co., containing 25,000 bus. of wheat, burned Mar. 30 with a loss of \$50,000.

Portland, Ore.—G. P. Armstrong, connected with the Globe Grain & Milling Co. for the last 3 years, has formed a partnership with F. L. Shull, and the company will operate as Shull, Armstrong & Co.

Portland, Ore.—Kerr, Gifford & Co. are reported to be considering the leasing and operating of the plant of the Globe Grain & Milling Co. here for a term of years. The office of the latter company at this market has been closed for some time.

Carlton, Ore.—Only one elvtr. here. It is operated by the Carlton Elvtr. & Mill Corp. which has nothing to do with the recently organized Carlton Co-op. Elvtr. Ass'n. The ass'n is a farmer's proposition which has done nothing so far except to solicit members for its organization.—F. A. Thoms.

PENNSYLVANIA

Philadelphia, Pa.—Pres. Herbert Bell of the Commercial Exchange, is again "on duty" having been laid up with illness for a time.

West Newton, Pa.—James G. Sutton, formerly in the grain and feed business here and as a member of Sutton & Greenwalt, has engaged in the feed and flour business on his own account, operating a warehouse here.

Pittsburgh, Pa.—The members of the Grain & Hay Exchange each have a separate booth at present for the display of samples of grain. The booths are on the floor of the exchange. The sample showing idea was originated here by Pres. Harper.

Lancaster, Pa.—B. Frank Eby, of Jonas F. Eby & Sons, who has been in the grain business for the last 15 years, died Apr. 5 at the age of 41. He has been a member of the Commercial Exchange since 1908 and was well known to the trade of this state. Mr. Eby was taken ill some time ago with ptomaine poisoning and had never fully recovered from the attack. He is survived by his wife and one son.

SOUTH DAKOTA

McIntosh, S. D.—Otto Muench is now mgr. for the Farmers Equity Elvtr. Co.

Grenville, S. D.—The elvtr. of the Miller Elvtr. Co. burned recently and is a total loss.

Harrisburg, S. D.—A. C. Wettstad is no longer mgr. for the Farmers Elvtr. & Supply Co. here.

Delmont, S. D.—The Farmers Elvtr. Co. has let contract to the Younglove Constr Co. for the rebuilding of its elvtr. burned Mar. 7.

Holmquist, S. D.—F. Metcalf and M. Helgersen have dissolved partnership and the firm of Metcalf & Helgersen is out of business. Mr. Metcalf now conducts the business on his own account.

Meckling S. D.—Henry Westere is contemplating the rebuilding of his elvtr. recently wrecked by a freight train. Nelson Weeks is now mgr. for our company.—Farmers Union Co-op. Elvtr. Co.

SOUTHEAST

Tifton, Ga.—We have moved our offices from the Golden Building to the Tift Building.—J. Carlisle Postell, brokers.

Colquitt, Ga.—The W. L. Geer peanut warehouse was recently damaged \$60,000 by fire which originated in a nearby cotton warehouse.

Bluefield, W. Va.—New officers of the Wright Milling Co. are F. S. Easley, pres.; Walter Perkins, vice-pres.; and Geo. F. Phillips, sec'y-treas.

Athens, Ala.—The Athens Grain & Milling Co. is now owned by E. B. Feeny, who will be mgr. succeeding W. B. Buchanan. No change in name.

Quitman, Ga.—The plant of the Thomas Grain Elvtr. Co., containing 4,000 bus. of corn and 2,000 bus. of peanuts, burned Mar. 23, and is a total loss. The loss is however, covered by insurance.

Meridian, Miss.—The A. H. George Co. has been expelled from the Grain Dealers National Ass'n for failure to sign arbitration contracts with Ichtertz & Watson, of St. Louis, Mo. and Smith Bros. Grain Co., Fort Worth, Tex.

Atlanta, Ga.—A. A. Pearson, formerly with the Taylor Commission Co., now in the hands of trustees, has organized the A. A. Pearson Commission Co. with offices in the Healy Building. The company will deal in cottonseed products on a commission basis.

TENNESSEE

Nashville, Tenn.—The Dorris Milling Co. is building a storage addition to its plant and will have a capacity of 50,000 bus. when the work is completed.

Nashville, Tenn.—We have just completed plans for a reinforced concrete River & Rail Terminal here. It is now proposed to incorporate an up-to-date grain elvtr. as part of the structure and to make it as up-to-date as possible. The house will have a capacity of 30,000 bus.—F. E. Freeland, Freeland, Roberts & Co.

TEXAS

Gilmer, Tex.—The Dyke Grain Co. will build a warehouse and office.

Chillicothe, Tex.—The G. G. Kemp Grain Co. has ceased business here.

Codman, Tex.—We have sold our grain business here at Miami and will discontinue the grain business.—Red Deer Grain Co.

Plainview, Tex.—We understand that contract for a 20,000-bu. elvtr. has been let by B. F. Yearwood & Son.—R. C. Ayers Grain Co.

Dallas, Tex.—The Thornley Mill & Grain Co. has bot the plant of the Lancaster Flouring Mills, and is operating it wth J. S. Camp as supt.

Floydada, Tex.—We will enlarge our plant before next harvest, installing Eureka Cleaner and automatic scale.—J. A. Abernathy, Floydada Mill & Elvtr. Co.

Amarillo, Tex.—The annual meeting of the Panhandle Grain Dealers Ass'n will be held in this city Mar. 16.—E. R. Humphrey, sec'y Panhandle Grain Dealers Ass'n.

Sour Lake, Tex.—I opened a feed commission office here Mar. 1.—H. L. McGuire, formerly mgr. for the Waldman-Ross Grain Co. (Mr. McGuire was reported to have entered the grain commission business.)

Orange, Tex.—J. M. Colburn and C. C. Campbell have bot the interests of the Waldman Ross Grain Co. and will operate as the Colburn Grain Co. with Mr. Colburn as mgr. Mr. Campbell was connected with the old company at Houston.

Palestine, Tex.—The farmers recently organized and incorporated the Farmers Co-op. Ass'n for the purpose of marketing and purchasing. Very little feed is grown here but much is shipped in. The new company will not build an elvtr.—Palestine Grain Co.

Wichita Falls, Tex.—W. M. Priddy, formerly pres. of our ass'n, operating in the grain business at this point, Fort Worth and Chillicothe, advises that his Chillicothe office has been closed and all books and papers are now in the hands of Claude Maer of Priddy & Co. at Fort Worth for adjustment.—H. B. Dorsey, Ft. Worth.

Wichita Falls, Tex.—J. C. Mytinger, formerly gen. mgr. for the Wichita Mill & Elvtr. Co., has bot the business of the J. C. Hunt Grain Co. and leased the elvtr. here and the 15 country elvtrs. belonging to the same firm. He has been with the mill and elvtr. company for the last 11 years and is well versed in the business. Mr. Mytinger writes: "I have not yet completed all my plans but expect to be ready for business by June 1. Will operate as the J. C. Mytinger Grain Co." Joe A. Kell will succeed Mr. Mytinger as gen. mgr. for the Wichita Mill & Elvtr. Co. and H. L. Stover will be office mgr. and head of the grain department. Mr. Kell is the son of Frank Kell who is owner of the company. He served overseas and has been with his father in the business at Oklahoma City, Okla., since his return from France. Mr. Stover has also been connected with the company at Oklahoma City.

FT. WORTH LETTER.

The Grain & Cotton Exchange is now settled in its new home in the Neil P. Anderson Building.

Bert K. Smith, who has been ill all winter is able to be about, but has not yet settled down to business again.

On Mar. 1, the interest of C. E. Munn in the Fort Worth office of the Munn Brokerage Co., was taken over by F. J. FitzPatrick who for the last 2 years has been mgr. of this office. The personnel and management of the organization will remain unchanged, the change being in name only.—FitzPatrick Brokerage Co.

Applications for membership in the Texas Grain Dealers Ass'n have been received from: Dalhart Exchange, Dalhart; Burleson & Baker, Eagle Pass; S. D. Furguson & Co., Floydada; Simpson Bros. Grain Co., Texline; William Ash, Hereford and Planters Cotton Oil Company, Ennis, all of Texas.—H. B. Dorsey, sec'y.

New members of the Texas Grain Dealers Ass'n are: J. A. Baker, Lockney; Ennis Bonded Warehouse Co., Ennis; D. V. Hill, Bonham; F. C. King, Roaring Springs; Sam W. Martin, Plainview; H. C. McMichael & Co., Teague; Walling Bros., Childress, all of Texas and the Farmers Co-op. Elvtr. Co. of Mangum, Okla.—H. B. Dorsey, sec'y.

UTAH

Ogden, Utah.—Geo. C. Britting, formerly supt. of our company here, has been transferred to the Oakland, Cal. plant, where he is now supt.—Albers Milling Co.

Ogden, Utah.—The Sperry Flour Co. has decided to use numbers to designate its plants at various points. Elvtr. numbers will run from 1 to 12, flour and feed mills from 1 to 15, branch plants from 1 to 20 laboratories, 1 to 3, and garages 1 to 13.

WASHINGTON

Spokane, Wash.—The Echo Mills have fallen into line and will be remodeled to permit of operation by electric power. The plant was damaged by fire last February and with the decision to repair it the company also decided on new power. The work will be started soon and will be completed about Aug. 1. The material and machinery is already on hand.

WISCONSIN

Tomah, Wis.—M. S. Syverson is reported to be considering the erection of an elvtr. here.

Emerald, Wis.—B. F. Niblink has resigned as mgr. for the Farmers Elvtr. Co. and will go back to farming.

Hartford, Wis.—A feed mill has been installed in the elvtr. of Lauberstein & Portz. A new motor has also been added to the equipment.

Fond du Lac, Wis.—The Helmer Milling Co. has added coal and other fuel to its side lines which includes grain, feed, building material, etc.

Superior, Wis.—James E. Kernan has been reappointed a member of the Wisconsin Grain & Warehouse Commission for the 3 yrs. ending Feb. 1, 1924.

Hammond, Wis.—H. B. Olsen and Geo. B. Mennes have bot the elvtr. of the New Richmond Roller Mills Co. here, and will open it as soon as repairs are made.

Madison, Wis.—The Edwards Bill, proposing to divide the tax on grain in elvtrs. between the state, county and city organizations, has been killed by the legislature.

Trempealeau, Wis.—We sold our business here about a year ago to the Central Lumber Co. who is operating it.—M. Groves, sec'y Cooper & Groves Lbr. Co., Jonesville, Mich.

Spooner, Wis.—The Spooner Co-op. Ass'n has been organized to deal in grain, hay, etc. The capital stock is \$25,000 and incorporators include C. H. Kingston, O. L. Sabin, and others.

Tomah, Wis.—Contrary to reports M. S. Syverson will not build an elvtr. here and it was S. G. Sorenson who bot the old hotel down by the tracks. Don't know what he is going to do with it.—Syverson & Earle.

Osceola, Wis.—The creditors of the Osceola Mill & Elvtr. Co. held a meeting in the office of the referee in bankruptcy, Mar. 31, to vote on the petition of Receiver Miles H. McNalley, requesting leave to sell the elvtrs., mills, warehouses and real estate of the company free and clear of liens against them with the proviso that no sale shall be made of any property for a sum less than an amount necessary to pay all liens and incumbrances on the property. The McCaull-Dinsmore Co. holds warehouse receipts covering wheat, barley, oats and rye at this station and in the line elvtrs. of the company amounting to \$10,000, while the Metropolitan Bank of St. Paul, holds receipts aggregating \$15,000. The property covered by these receipts has since been sold for \$21,526. W. H. McNally, receiver for the company writes: An agreement was reached whereby the holders of the warehouse receipts against the Osceola Mill & Elvtr. Co. agreed to accept 50 cents on the dollar in consideration of their surrendering their receipts and filing balance of their claim as unsecured creditors. An order was granted by the Court to sell all the real estate free and clear of liens and practically all of the personal property of the bankrupt estate has now been sold. We have received several offers for the various elvtrs. but up to the present time none of the real estate of the bankrupt concern has been sold. Most of the money received from the sale of personal property was used to pay the claims of the holders of the warehouse receipts, and the first money received from sale of property will have to be used to take up the bonds outstanding against the various properties.

Withee, Wis.—The Farmers Produce & Exchange Co. has been organized to deal in grain, feed, hay, etc. It is a co-op association and will take over the Withee Elvtr. & Feed Mill, formerly operated by the Farmers Co-op. Ass'n.

Mountain, Wis.—J. M. Ankerson, reported to have engaged in the grain and feed business here, will probably not build or operate an elvtr. He has only a retail store here, and is a wholesale and retail dealer in grain, feed, flour, etc. at Gillett.

Neillsville, Wis.—The Bruley Elvtr. Co. will remodel its elvtr. and build additional storage. The basement of the elvtr. will be deepened, a furnace installed, toilets, etc. The storage annex will be built on the west side of the house and will greatly increase the capacity of the plant.

MILWAUKEE LETTER.

J. L. Bowls has been re-appointed traffic mgr. for 1921. He succeeded Geo. A. Schroeder last July, filling out Mr. Schroeder's unexpired term.

Harry N. Wilson well known to the grain men at this market and to the trade at large, died Mar. 25 after being ill in a hospital here for the last 7 weeks. His father, Henry M. Wilson, who is still living, was an active grain man for many years. Mr. Wilson, Jr., was publisher of the official quotations of the market here at the time of his death. He is survived by his wife and two children.

The C. M. & St. P. Elvtr. "A" operated by us under lease, burned Jan. 24 and we have now leased and are in possession since Apr. 1, of the C. & N. W. Elvtr. "A" which has a capacity of 1,600,000 bus., the tank storage amounting to 600,000 bus. and the elvtr. proper to 1,000,000. This plant is located on the C. & N. W. tracks and is a lake house, formerly operated by the Rialto Elvtr. Co.—Donahue-Stratton Co.

At the annual election of the officers of the Chamber of Commerce Apr. 4, the following officers were named: H. H. Peterson, pres.; Albert R. Taylor, 1st vice-pres.; A. R. Templeton, 2nd vice-pres.; H. A. Plumb, sec'y-treas.; A. L. Flanagan, L. L. Runkel and Wm. E. Schroeder, directors; M. G. Rankin, Jr., and E. S. Terry, members of board of arbitration; J. J. Crandal, E. H. Dadmun and P. P. Donahue, members of Board of Appeals.

WYOMING

Lingle, Wyo.—The Wyoming Mill & Elvtr. Co. is building a 25,000-bu. iron clad elvtr. here and expects to have it completed in 60 days.

Cheyenne, Wyo.—The Wyoming Mill & Elvtr. Co. is the new name for the Farmers Market Co. here. The company is building an elvtr. at Lingle.

Douglas, Wyo.—We are in no way connected with The Grain & Storage Co. of this city. It

is our intention to build an elvtr. of our own and buy all the grain farmers bring in.—Stubbs-Anderson Grain Co.

WHEAT SALES for export are said to exceed the amount in the visible supply and it will require continued heavy marketing by the growers to meet the demand during May and June.

RELIEF CORN destined for Central Europe left Central Elevator B, Chicago, Ill., on April 5 in 35 cars. It had been donated to Herbert Hoover by Illinois farmers and was sent to Wilkes-Barre, Pa., where it was to be milled at cost prior to export.

THE JAPANESE RICE bill which was presented to the Japanese Diet on March 30 would stabilize the rice industry during the present period of a surplus by the establishment of government rice warehouses which would hold the rice in store until market conditions became more favorable.

TWO TRAINS a day are now bringing grain from Central Roumania into starving Poland. Because of the failure of the crops last year and the damage inflicted to what crops that did grow by the fighting bolsheviks Poland's condition is desperate. Because of the dilapidated rail conditions of the both countries no grain could be transported for months. Prospects of the new crop in Poland are very bright and after this summer it is expected that no grain will be required from other countries.

BRAZIL will celebrate its centennial Sept. 7, 1922, and the American Chamber of Commerce for Brazil is joining in a movement to present to Brazil a suitable memorial on this anniversary of its independence in the form of a monument to be erected with funds contributed by American citizens. The Chamber has headquarters in Rio de Janeiro, and H. M. Sloat is chairman of the memorial com'te; but information will be given and subscriptions taken by the National City Bank, New York.

WE have stored up enough wool to last us a year and a half or possibly two years. Prices are far below cost of production. Notwithstanding this, huge quantities of foreign wool still are being brought in, simply because we have the money to pay. Some is passing thru to foreign countries, stopping here just long enough to have our credit applied to it. As a result the sheep industry of the United States is facing ruin and its intimate connection with the banking and other enterprises of the great range country means trouble all along the line.—Henry C. Wallace, sec'y of agriculture.

Shipper Not Penalized for His Error in Billing.

Geo. A. Adams Grain Co., of Kansas City, Mo., plaintiff, v. Pickerell & Craig Co., of Louisville, Ky., defendant, before Arbitration Com'te No. 5 of the Grain Dealers National Ass'n, composed of H. C. Gamage, Dick O'Bannon and L. C. McMurtry.

This case grows out of a sale of a car of bran by plaintiff, thru correspondence with the defendant. Later there came request from defendant that plaintiff ship the car to one Edward M. Reidling of Louisville, Ky. This request plaintiff overlooked and so admits, the car being shipped to Pickerell & Craig, draft with B/L attached being made on Pickerell & Craig. Through medium of defendant's letter dater May 26, the plaintiff's attention was called to his oversight in invoicing and drafting on defendant instead of upon Edward M. Reidling. Upon receipt of this letter, plaintiff admitted error and asked for instructions which would lead to a correction.

In this case we find for plaintiff upon the ground that, despite the oversight within his office, as a result of which he failed to ship the car of bran to Reidling, he nevertheless acted promptly by wire upon learning of his error, and sought to do whatever was necessary to atone for such oversight or error; and that thereupon he was met by defendants with statements as evidenced by letter to plaintiff dated at Louisville, June 1, 1920, statements being as follows:

"And so far have been unable to get in touch with Mr. Reidling, to whom this car was sold; but we think that it will be possible to get Mr. Reidling to protect this draft drawn against us on arrival of car, therefore you might leave it in the present position, and as soon as the bank notified us that the draft is in, we will call on Mr. Reidling and take it up.

"Hoping that this arrangement will be satisfactory to you, we beg to remain,

Pickerell & Craig Co.,
By: Samuel McDonald."

The view of this Com'te is to the effect that the recognized financial responsibility of Pickerell & Craig Co. gave to their letter of June 1, as partially quoted in the foregoing, a weight, and validity, and set up a sense of security which warranted the plaintiff in dismissing from his mind any further anxiety or concern with reference to the final handling of this car of bran along other lines; and particularly since plaintiff, upon previous occasions, had sold goods direct to defendants.

This Com'te would stress the fact that the claim of the defendants that they were unable to get in touch with Mr. Reidling does not seem to be entitled to consideration, inasmuch as mail notification across the city of Louisville would have complied with all necessary formalities were defendants performing the duty of brokers; and this Com'te would stress the further fact that the letter of June 1, 1920, which defendants wrote to plaintiff, by virtue of closing with the sentence: "Hoping that this arrangement will be satisfactory to you," did, by every reasonable inference, carry full suggestion to the effect that defendants were acting upon their own discretion, and submitted the result to plaintiff with the hope that such result would be satisfactory to him.

We therefore find for the plaintiff amount claimed, \$113.06, and assess the cost of the arbitration against defendants.

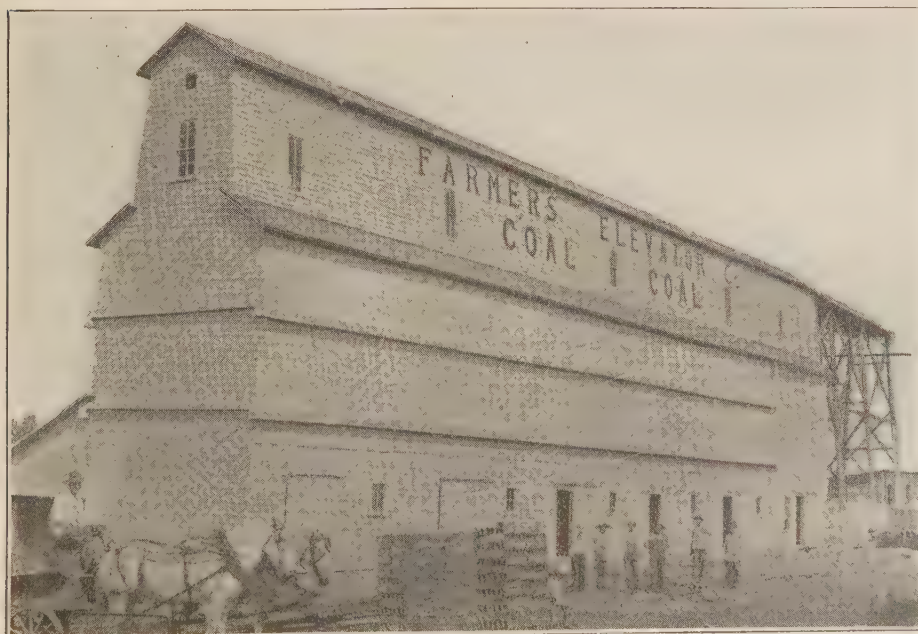
"PROTECT THE FRENCH farmer by establishing a protective tariff on certain agricultural products until normal conditions return," is the appeal made by French Minister of Agriculture Prey to the French Senate on April 6.

Efficient Coal Handling Plant.

The new 700-ton coal storage erected at Gladbrook, Ia., for the Farmers Elevator Co., besides fully protecting the coal from the elements, is designed to unload cars and load wagons with the minimum labor cost.

Even the driveway where the wagons take on their loads is covered from the weather. In addition is seen at the far end bins for sand and gravel. The mechanical handling is with the Godfrey Conveyor System, using an I-beam or cableway overhead as a track from which to suspend a traveling bucket controlled by one man at the hoist. One man does all the work of unloading and storing 3 to 5 cars per day at a power and labor cost said to be as low as 5 to 7 cents per ton, a 10-h.p. motor furnishing the power.

The building is of framed construction, the heavy timbers taking the outward thrust being well rodded, and is divided into seven bins. The plant, which is well shown in the engraving, was designed and built by the Younglove Construction Co.



700-ton Coal Pocket at Gladbrook, Ia.

Supply Trade

INDIANAPOLIS, IND.—H. W. Johns-Manville Co., a New York corporation, changed its name to Johns-Manville, Inc.

CHICAGO, ILL.—The office of the Mutual Fire Prevention Bureau has been moved from Oxford, Mich., to 230 E. Ohio St., this city.

ATLANTA, GA.—Fertilizer prices in the south have been reduced 45 to 50 per cent by manufacturers since February.

CHICAGO, ILL.—Effective Apr. 11 the brick manufacturers of this city will reduce the price of brick from \$16 to \$12 per thousand.

"SUSPEND for 60 days in the interest of new building the latest railway rate advance on lumber" is a resolution adopted at the recent meeting of the National Lumber Manufacturers Ass'n at Chicago, Ill.

MINNEAPOLIS, MINN.—On April 1, James H. Hammill, vice-president of Strong-Scott Mfg. Co. joined the mechanical staff of the Washburn-Crosby Co. It has not yet been decided as to what mill he will be assigned to, but he will be one of the superintendent head millers of the company.

ALL my business life I have spent more money for advertising whenever a business slump came along, than in normal times; and if I didn't get ahead in the race, I kept from slipping back and was in a condition to shoot ahead of my competitors the moment conditions changed.—Cyrus H. K. Curtis.

BLOOMINGTON, ILL.—D. G. Eikenberry, for several years president of the B. S. Constant Mfg. Co., and H. M. Motley, who was employed as millwright and salesman for the same company for many years, have organized the Corn Belt Engineering & Construction Co. to engage in the design and construction of concrete, tile or wood elevators.

NEW YORK, N. Y.—R. C. Macy & Co. on Mar. 25 got judgment against the Victor Talking Machine Co. in the U. S. Court for \$49,698.71, which will be trebled under the Sherman anti-trust law to \$149,096.13. Restrictions on sales by the "license to use" agreement, were the ground for damages.

BALTIMORE, MD.—A mutual insurance company of this city is issuing policies to employers protecting them against loss due to strikes. Operators of both large and small industries are finding this insurance valuable not alone for the reimbursement of loss, but the moral effect of the knowledge by the would-be strikers that the employer may hold out indefinitely acts as a deterrent.

BLOOMINGTON, ILL.—We believe there will be no more building done this year than last, as the grain dealers are still looking for the prices of material as well as labor to be lowered. We believe that machinery as well as material and labor will be cheaper, but just when the rock bottom price will be reached is not known. We are not looking for much change in prices before July 1 at least.—Corn Belt Engineering & Construction Co., by D. G. Eikenberry.

CHICAGO, ILL.—Prices for building materials Apr. 2 are given by the *American Contractor* as follows: Cement in carload lots to contractors, \$2.17 at Chicago and Pittsburgh, \$2.41 at St. Paul and \$2.70 at St. Louis, per barrel. Add \$1 for cloth bags. Crushed ¾-inch stone is \$2.50 per cubic yard at Chicago. Galvanized corrugated sheets are \$5.25 to \$5.75 per 100 pounds f.o.b. mill Pittsburgh; wire nails, \$3 to \$3.25. Southern pine boards in lengths of 8 to 20 ft., No. 1 common are \$25 for 1x2, \$27.50 for 1x3, \$25.50 for 1x4 and \$26.50 for 1x6, per M feet; kiln dried \$1 more; shiplap and smooth 2 sides \$0.50 more f.o.b. mill. The freight rate on the lumber is figured at \$12 to Chicago or \$8.75 to St. Louis from the mill per M feet in carload

lots, on 1x4 to 1x10, smooth two sides, 13/16 inch.

CLEVELAND, O.—March output of pig iron was 1,593,542 tons, or 51,404 tons daily, compared with 1,929,394 tons, or 68,906 tons daily in February, and 3,288,241 tons, or 106,075 tons daily, in October. The high water mark for pig iron production for all times was 3,413,223 tons, or 113,774 tons daily in September, 1918. The Steel Corporation's active furnace list has been cut in two since Jan. 31, dropping from 99 to 50 on March 31. Ingot

output of the leading producer is around 35 to 40 per cent, notwithstanding the record breaking performance on rail output of the Gary mill. The first sign of a disposition of the Steel Corporation to meet the lower prices of the independent companies has appeared in the warehouse market in the Middle West. The Illinois Steel company has lowered its warehouse schedule \$7 per ton, to bring it on an equality with a similar reduction announced by independent interests a week ago.—*Iron Trade Review*.

As the Builders View Prospects

Freights Must be Reduced.

Decatur, Ill., April 6.—As to prices, it is hard to tell as there is no building going on, therefore there is no employment. My best information is that nothing has touched bottom. Freights must be reduced before there is any change for the better.—Decatur Constn Co., J. W. Stroup.

Expects No More Declines Until After May 1st.

Indianapolis, Ind., April 6.—As to the prospects for New Grain Elevators will say, we do not know of any one who is sure he will build a new plant this spring, so the prospects for building are not very good.

We do not look for any more reductions in the price of materials, and labor till after July, then there ought to be another decline in both.—Reliance Const. Co., per C. E. Flora. Can Build Cheaper Now Than in 90 Days.

Lincoln, Nebr., April 7.—The writer has just returned from a two weeks trip in Western Kansas, Western Nebraska and Eastern Colorado and finds that while considerable building and remodeling should be done, most concerns are waiting to see what the new crop is going to be like. Consequently, if there is any building this season, there will be a rush along about harvest time and the cost will be greater than at the present time.

It is our candid opinion that elevators can be built 10% cheaper now than in ninety days from now. There has been a substantial reduction in all costs of grain elevator construction and we believe there will be little further reduction.—Birchard Construction Co., by H. M. Lehr.

Building Prospects Not Flattering.

Armour, S. Dak., April 7.—It is a little early to determine just what the outcome is going to be for the present season in the elevator building world. At present the prospects for any great amount of building or even repairs are not very flattering. The financial conditions have much to do with the situation, and it has been a most trying year for the local elevator man. Few of them have made any money, and many have lost considerable. That makes the grain trade feel "hard up" and in consequence do not like to spend money for repairs or new buildings. At present, only such work is being done as is absolutely necessary. Thousand of bushels of corn are rotting on the ground that would have been marketed through the country elevators had there been a market for it.

Elevator material, especially cribbing, is low enough at the mills, but the high freight rate is killing off the sale of it. Labor has dropped some, but its pretty hard to pay much less when "eats" keep at the war-time prices. Meals have not been reduced a particle with the country restaurants. They are as high today as they were when eggs were 60c, potatoes \$6.00, sugar \$32.00 a sack, and meat and other staples of life sky-high. Locally eggs are 15c, potatoes \$1, and sugar \$10, still meals are 50c to 75c, the same as a year ago. Under those conditions the laboring man dislikes to

have his wages cut very much and as an employer I agree with him.—L. D. Wait.

Prospects Are Much Better.

Bloomington, Ill., April 7th.—We believe prices, so far as elevator material, is down as far as it will go this year. Lumber is off 40 to 50%; steel is off about 30%; cement is off about 10%; gravel and sand none; machinery about 10% and labor (non-union) about 20%. Freight rates and union labor are the two things that are holding prices up and labor has much to do with holding freight rates up.

Prospects are much better in our line than they were thirty days ago and when road work, state work, municipal work, etc., gets to going along with some private enterprises, we look for some stiffening in prices, especially lumber and labor.

If grain prices could be held at a reasonable level the farmer could pay his debts and this would help wonderfully all along the line.—Ballinger & McAllister, per P. F. McA.

Marked Improvement Expected by the Middle of May.

Sioux City, Ia., April 6th.—The prospective building of grain elevators for 1921 is rather quiet. All indications point to a marked improvement by the middle of May, however we do not anticipate any great volume of business, as the general tendency among the grain elevator owners is to put off building for another year. They agree that the prices of materials are reasonable, but the money situation is what restricts them.

The prices of all materials have taken a substantial reduction and we feel that they will remain at the present level for some time. The labor situation in this territory has not yet been satisfactorily adjusted. In summing up the situation we feel that building the first half of this year will be rather quiet, and the remaining half will show a slight improvement.—Frost & Grothe Co., per E. H. Grothe.

Expect Further Reductions in Material Prices.

Memphis, Tenn., April 7th.—We have not much encouragement to offer in the elevator building line from this territory. Most grainmen are just existing.

Not much feed is being manufactured, not much grain is being sold to the Southern farmers, therefore it will be impossible for grain men to spend much money until conditions are changed.

We do not believe material and labor have reached rock bottom; we have reduced millwrights and carpenters from 90c and \$1.00 per hour to 70 and 75 cents; labor from 35 and 40 cents to 20 cents and it is possible to obtain both skilled and unskilled at less than this at the present time.

Lumber is down, we think to the bottom. Cement is still too high. Other materials are reduced, but we believe some of them will have a still further reduction.

We are practically doing nothing in the elevator line. We are building one feed plant

for an oil mill in Arkansas. We have plans and specifications made for several plants in this territory that have been postponed indefinitely.—Kaucher Hodges & Co., by G. C. Kaucher.

Looks for No Great Reduction in Cost of Construction for 3 Years.

Decatur, Ill., April 6.—I was very glad to receive your interesting compilation of the grain elevator building statistics for the year 1920. This plainly shows the trend towards fireproof construction. It also shows the effect of the abnormal transportation, material and labor conditions during 1920.

At present writing there is very little evidence of activity among prospective elevator builders. We have in our files a large number of prospects and in corresponding with them the general trend seems to be towards delay in starting the construction with hopes that two things will happen; first, that price of grain will rise and second, the cost of construction will fall.

As the prospective builders see the general trend of commodity prices they are becoming more and more anxious to construct the much needed handling facilities. It is our conviction that during the season of 1921 there will be about an average amount of building completed, but this building will be started very late in the season, which may cause considerable congestion among material men, transportation facilities and to a smaller amount in the labor market during the last six months of the year.

Concessions in prices for material or labor depend upon the amount of construction which is started between now and July first. If no large amount of road work is contracted, or if other construction is not started, it is probable there will be further concessions in the prices of building material.

There is a prospect of a further reduction in steel within the next thirty days, but already steel has dropped to a point which corresponds very closely with the average level of all commodities. The same is true of cement, and cement is now selling at the mill at the same price at which it sold over three years ago, notwithstanding the advanced freight rate on raw material and the increased cost of doing business.

Labor is plentiful, but the cost of labor on elevator construction has never been abnormally high as has been the case on construction work in and about large cities. The efficiency of labor will be much higher during 1921 than during the past three or four years and we look to this item to have a very decided influence in the decrease of building costs, but as there has been no construction completed this year, it is difficult to estimate the exact amount by which construction costs will be decreased.

From correspondence and conversations with various material men, we believe that as soon as the public awakes to the fact that it will not pay to wait longer for lower prices, construction will go ahead rapidly and we will be in the same condition we were in 1919, when during the latter part of the year material, railroad and the labor market were flooded with demands causing a great jump in the cost of construction.

In our opinion one of the outstanding features in regard to new construction is some method whereby under present material or labor conditions the cost of construction may be decreased to the owner through economies of new methods or new design. In connection with this, we feel that one of the greatest economies can be made by proper methods of procedure for those contemplating new construction.

When we travel through the country and see the large amount of construction work which has been delayed for the last five years, the large number of houses which must be

built to house the increasing population, the roads, municipal improvements, the industrial buildings, all show a great market for building materials and construction labor.

In looking on these conditions we cannot see where there can be a great reduction in cost of construction during the next two or three years, unless everybody stops construction and we struggle along with our present facilities. Building must go on, the people must be housed, roads must be built, municipal improvements will be constructed, for there is no doubt but what the United States of America is going ahead.—Holbrook, Warren & Andrew, per C. R. Andrew.

Costs Will Advance With Increasing Demand.

Sioux City, Ia., April 6.—The cause for the falling off in the number of elevators built during the year 1920 was very evident. It was the high cost. In our business during that year the principle amount of work was rebuilding burned elevators and the balance of our business was repairs or remodeling. No new Companies or new construction other than those destroyed by fire.

As to the probable activity in the building line this year, the writer has covered quite a wide territory in the last six weeks. We find many plants that either need overhauling or rebuilding. The answer is invariably the same, will not do anything this year. At some points they really need a truck dump, but invariably they reply not this year.

We are firmly convinced that a large volume of work in this line would be contracted for if the farmers could procure a price for their grain. Elevator men are making a big mistake by not going ahead with work which is so greatly needed at this time. This is the very lowest ebb of cost. There is no established price on lumber. There is a large quantity on hand, dealers surely want to sell it and will make a price to move it. There has been a reduction in the cost of all other material which centers into the construction of either wood or concrete elevators. Labor of all classes is plentiful. We are dictating and offering the price to be paid. We are not accepting the demands of laborers, the same as we were obliged in the past two or three years. This labor has been reduced from 25 to 40% and in some cases 50%.

If grain dealers could see the situation as it appears today, we believe they would not hesitate, even though it seems to be impossible to borrow money for improvements. There has been so little building during and since the war that the needs in this line are very wide and the writer cannot understand why owners should hesitate as the cost is surely going to advance again as soon as there is much of a demand for supplies.—Younglove Construction Co., by J. F. Younglove.

EUROPEAN PRODUCTION is below normal. There is no sign that Central Europe has sufficiently recovered from the wreck of war to begin producing the king of cereals on anything like a pre-war scale. Even France, which in pre-war days raised an average of 320 millions, will hardly get up this year to within 25 per cent of that figure. That Italy cannot under present conditions raise within fifty or sixty millions of consumptive needs in wheat is only too plain. Germany says it will be years before its rye crops can be restored to a normal figure. As for Poland, recent accounts of its widely devastated wheat fields are harrowing in the extreme. Hungary has lost to Roumania through the war some of its fertile wheat fields, but the conqueror does not seem to be as yet in a position to make much use of this source of potential wealth. Agricultural conditions in Czecho-Slovakia and also in Serbia appear to be very indifferent, and altogether it looks as if it would be a long time before Central Europe can resume wheat production on a scale that would place millions of human beings beyond the possibility of dire want.—London Corn Circular.

The State, the Government
and the Elevator Man all
approve the Accuracy of
the Bird Shipping Scale.

Send for full
information.

The Strong-Scott Mfg. Co.
Minneapolis Minnesota



ELLIS DRIERS

× ×

Experience is a wonderful asset. The Ellis Drier Company, has had 23 years experience in drying all classes of material including grain, rice, cotton-seed, meal, hominy, grits, etc. If you have a drying problem our experience may be of help to you. Your correspondence is solicited.

× ×

THE ELLIS DRIER CO.
332 South La Salle Street
CHICAGO, U.S.A

Drive

Your business. Hitch up with an add in the Grain Dealer's Journal. You will then have a pleasant and profitable ride.

Grain Carriers

BOSTON exporters report an increased movement of grain thru that port of late.—S.

AUSTRALIAN ocean shipping lines have announced a 33% reduction in freight rates.

THE 459,411 idle freight cars on Mar. 19 made the greatest surplus in history of American railroads.

MILWAUKEE, WIS.—The steamer W. A. Rice took on a cargo of grain here Apr. 7 for Georgian Bay.

CLEVELAND, O.—The National Industrial Traffic League will hold its spring meeting at this city May 25 and 26.

INCREASES in ocean shipping rates to European points amounting to from 200 to 300% were announced and became effective April 2.

A CONFERENCE between all ocean shipping lines, including the French companies, is expected will result in no more ocean rate cutting.

NAVIGATION opened at Milwaukee this year on Apr. 3 when the S. S. Charles Jenkins arrived from Cleveland, O., with a load of coal.

THE LARGEST CARGO of corn to clear from Boston in many months was the 222,857 bus. which left March 26 aboard the S. S. Shickshinney.

THE INCREASED freight rates are a differential imposed on our own producers to the benefit of foreign competitors.—Sec'y of Agri. Wallace.

GIVE THE STATES the right to control their intrastate rates is the substance of a resolution to Congress adopted by the Michigan legislature.

CHICAGO ILL.—The Keystone Elevator at South Chicago loaded the first cargo of the season at this port Apr. 6, No. 2 Yellow corn for Midland, Ont.

AN INJUNCTION prohibiting the carriers from lowering wages of rail workers was denied on Mar. 29 by Federal Judge John E. Sater, Columbus, O.

NAVIGATION opened on the St. Lawrence River on March 28, the earliest in forty years. Generally it is the middle of April before the river is clear of ice.

PROPOSED increased rates on grain and grain products from Kansas City, St. Louis and Missouri River points has been ordered discontinued until June 30.

CHARGES that the American Merchant Marine was "rotting at the docks" were emphatically denied by Chairman Benson of the Shipping Board on April 2.

A BILL introduced into the Iowa legislature would set \$5,000 aside each year for the campaign to encourage the building of the Great Lakes-St. Lawrence waterway.

THE PASSAGE of the steamer Sir Thomas Shaughnessy, carrying a load of coal, thru the Soo locks on April 7, established the earliest opening of the locks in 18 years.

CANADIAN roads also are suffering from the McAdoo classification of labor. One woman station agent gets \$202 every two weeks. Many conductors get \$120 a week.

CROP REPORTS will be sent to the principal markets of the middle west by wireless after April 15 by the Bureau of Markets, according to an April 6 announcement of the U. S. Dept. of Agriculture.

VARIOUS SHIPPERS interested in lake shipping will meet in Detroit, Mich., on April 8 and 9 to draft a bill to amend the Seamen's Act, as it affects the lake carriers. This act is working a great hardship on the boat owners and is given as a cause for a deep cut in lake service this year.

MANY MORE lake vessels will be available for grain loading this season than last according to Chicago vesselmen because of the decreased tonnage needed this year for the movement of ore.

"ASSIST American merchant ships now or pay the foreign ocean carriers later" is the substance of a warning to all American shippers issued recently by Chairman Benson of the Shipping Board.

CHARTERS have already been made for the movement of 400,000 bus. of corn from Chicago to Buffalo and Georgian Bay points at 2½ cents to Buffalo and 2 cents to the Georgian Bay points.

LAKE SHIPPING began at Duluth on April 1, when the "Peter Reiss" cleared for Ft. William, Ont., where it will load grain for Duluth. Last year the first vessel cleared Duluth harbor late in April.

"THE PUBLIC PAYS the Freight—Is the Price Fair" is the name of an interesting publication of the Kansas City Chamber of Commerce showing the unfairness and waste resulting from the national agreements.

RAILROAD managers have no control over employees and practically every working rule is forced on the carriers by a strike or a threat to strike.—H. E. Byram, pres. C. M. & St. P., to the Labor Board on Apr. 5.

CARLOAD RATES on grain, grain products, hay and straw between points in Oklahoma and points in Texas will be discussed at a hearing to be conducted at Oklahoma City, Okla., by the Interstate Commerce Commission on April 16.

UTAH and IDAHO must fight for the equalization of their freight rates. Wool may be shipped from Boston, Mass., to Portland, Ore., for \$1.66½ while the rate from intermountain points is \$3.46.—Sen. Frank R. Gooding of Idaho.

CLAIMING DEMURRAGE is not freight charges the Procter & Gamble Co. and the Buckeye Cotton Oil Co. have filed suit against the government for the return of transportation tax paid on demurrage. The two firms are asking the return of more than \$2,500.

LOADINGS on the C. B. & Q. for March numbered 131,371 cars, compared with 180,873 loadings in March last year, a decrease of 27%. Grain loadings were the only loadings on the system to show an increase. They were 21% greater than 1920 loadings.

WHILE TOTAL LOADINGS on the Santa Fe for the week ending April 1 were 24,676 cars, compared with 29,485 cars the corresponding week in 1920, the grain loadings increased from 1,009 cars in 1920 to 1,495 cars loaded during the week ending April 1 this year.

THE SHIPPERS' PART in rate making and the financial condition of the carriers are two of the subjects which will be inquired into by the Transportation Committee of the U. S. Chamber of Commerce at the annual meeting to be held at Atlantic City on April 27-29.

"EXTEND the time in which overcharge and reparation claims arising during the period of federal control may be collected," is the substance of an appeal sent to Congress by the Traffic Service Bureau of Utah and numerous Utah shippers ass'ns. The last day for filing these claims was Feb. 28.

THE FIRST CARGO of Canadian wheat ever shipped from a Canadian Pacific port to Great Britain by an all water route recently arrived at a British port. The cargo consisting of 3,000 tons was carried by the Norwegian S. S. Buenos Ayres, passed thru the Panama Canal and stopped at New York enroute.

ONE of the most unfortunate features of the present situation is the fact that these national agreements make it impossible for us to retain the most efficient employees and to pay them for the work they do and the energy, initiative and loyalty they put into the job.—Samuel Rea, pres. Pennsylvania Railroad.

HENRY FORD, besides making automobiles, running a newspaper, a grain elevator and a flour mill, has begun to operate the Detroit, Toledo & Ironton R. R. The management of the road intends to make many experiments with new gasoline types of engines and much lighter types of railroad equipment.

REPEAL the transportation tax which imposes a hardship on the producers is the substance of an appeal made by the traffic department of the Omaha Grain Exchange to both houses of Congress. A bill repealing the tax has been introduced into the House by Representative Longworth of Ohio.

TO EXPLAIN to the shipper where, how and thru which port he can most economically ship his products for export, the U. S. Shipping Board contemplates the establishment of a branch office at St. Louis, Mo., in the near future. Later branches are to be established at lake ports and other mid-western cities.

LAKE CARRIERS have abandoned the free in and out B/L and shippers may charter last year's lading, according to information received by J. S. Brown, mgr. Transportation Department, Chicago Board of Trade. It is also reported from Buffalo that vessels will deliver grain at the elevator leg as heretofore.

COMPLAINTS made by Clovis, N. M., grain merchants of excessive rates to points just across the state line resulted in the establishment of new rates which became effective on Mar. 26. Hereafter rates from Clovis and other eastern New Mexico points to Texas common points and including milling in transit privileges will be 37½ cents.

TWENTY-SIX RAILROAD COMPANIES have recently filed applications with the Labor Board for wage reductions. The question of rates has been dragging for ten months before the Board without a decision, and the New York Central in asking for a 25 per cent cut in common labor wages suggested that it be made at once temporarily, pending a decision.

CONTEMPLATING an extensive western coast grain business in the future, M. King of the King Elevator Co., Sioux City, Ia., recently made a trip to the coast to investigate a proposed regulation of grain rates over the U. P., which, if adopted, will permit Sioux City shippers to supply coast points south of San Francisco at the same rates they ship north.

A NEW warm weather outlet for Canadian grain is the proposed 80-mile railway which will connect Cochran, Ont., with James Bay. Cochran is on the northern division of the Canadian National Rys., a road which carries a large percentage of western Canada grain. Surveys are to be started immediately by the T. & N. O. and officials say the work should be well along by fall.

CARRIERS may not discontinue a station and thereby inconvenience the public and shippers because the wages paid the station agent under the national agreements amounts to but slightly less than the station receipts according to a ruling of the Kansas Public Utilities Commission. When the M. P. recently applied for permission to close its station at Marmaton it pleaded that during Federal control the salary of the station agent had been raised from \$40 to \$112 whereas the receipts at the station amounted to only about \$134 per month.

"NO READJUSTMENT of railway rates is possible during the existence of the national agreements or while rail wages are at their present high level. We respectfully urge that you reorganize the United States Railroad Labor Board, on which the public is not now represented, and insist that the public be given hearings, because the public eventually pays the bill. The board as organized at present has denied the shipping interests any opportunities to show why the expenses of transportation are blocking the progress of business," is the appeal of the Illinois Mfrs. Ass'n to Pres. Warren Harding.

THE PURCHASE by the New York Central of the Chicago Junction Belt Line, a system which switches freight moving thru Chicago, Ill., is opposed by many of the shippers located on the Junction line. They say they purposely located thereon so as not to be under obligation to any carrier. At a Interstate Commerce Commission hearing held in Chicago on April 4 the National Industrial Traffic League entered a complaint for the shippers.

OVERCHARGE CLAIMS filed late in February by shippers will be turned over to the railroad companies by the Interstate Commerce Commission by agreement made recently with the Railroad Administration and after disbursement will be charged to the account of the government, as to those arising during the period of government operation. It is thought that Senator Cummins will introduce a bill extending the limit of time for filing claims beyond Mar. 1.

UNTIL the foundation has been laid for widening the margin between revenue and the cost of earning it, it is difficult to find justification for an attempt at a general reduction in rates. Freight rates are high, but careful inquiry into some distressing situations discloses that the utilization of products is prevented, not by freight rates but by economic conditions.—Edgar E. Clark, chairman of the Interstate Commerce Commission, in an announcement made April 1.

JOHN K. JENNINGS, Evansville, Ind., who recently filed suit against the director general of railroads because of damage caused to hay allowed to become wet in transit, has filed another suit against the Southern Ry. In this instance he alleges that baled clover hay became mouldy in transit because of delay in shipment. In another count he alleges that 600 bags of feed shipped from East St. Louis June 2, 1920, were placed in a broken car and that twelve sacks were damaged by the rain. He asks judgment of \$600.—C.

PROPOSED increased rates on grain and grain products from Mississippi and Missouri River crossings and related points to destinations in Arkansas have been found not justified by the Interstate Commerce Commission. No action was taken on the proposed increased rates from Kansas City and related points to Arkansas City and Eudora, Ark.

A DISCUSSION on the effect of the present freight rates was held at Dallas, Tex., on Mar. 29 between various southern shippers, W. V. Hardie of the Interstate Commerce Commission and Judge E. B. Perkins, representing carriers operating in Texas. After the shippers told of how the rates were interfering with their business Mr. Perkins stated that no relief from the high rates should be looked for.

Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

Erie in a Special Sup. to tariffs gives the increase in rates effective in Indiana Mar. 15.

A. T. & S. F. in Sup. 17 to 5588-K gives the local, joint and proportional rates on grain and grain products between points in Kan., Colo., Mo. and Okla., also Superior, Neb. and Joplin, Mo., and points in Ill., Ind., Ia., Kan., Mich., Mo., Neb., Okla. and Wis., effective April 25.

C. R. I. & P. in Sup. 5 to 19690-I gives local, joint and proportional rates on grain, grain products, seeds and broom corn from stations in Colo., Kan., Mo., Neb., N. M. and Okla., also Council Bluffs, Ia. to Little Rock and stations in Ark., La., and Mo., effective May 1.

Central Freight Ass'n, W. J. Kelly, agt., in Sup. 23 to 245 gives the local, joint and proportional rates on grain, grain products and grain by-products from points in Ill., Ind., Ia., Ky., Mich., Mo., N. Y., O., Pa., W. Va., Wis. to Albany, Baltimore, Boston, Montreal, New York, Philadelphia, Rochester, Syracuse, Utica, also

basis for rates to Baltimore, New York, Philadelphia, etc., on export traffic effective May 1.

A. T. & S. F. in Sup. 6 to 5588-L gives the local, joint and proportional rates on grain and grain products between points in Kan., Colo., Mo., and Okla., also Superior, Neb. and Joplin, Mo., and points in Ill., Ind., Ia., Kan., Mich., Minn., Mo., Neb., Okla. and Wis., effective April 25. This tariff also cancels the Kansas intrastate tariff on alfalfa meal.

C. R. I. & P. in Sup. 4 to 19687-L gives the joint and proportional rates on grain, grain products, seeds, hay and broom corn from Missouri River stations and other stations in Ill., Ia., Minn., Mo., and S. D. on the C. R. I. & P. to Mississippi Valley points and other stations in Ala., Ark., Fla., La., Miss., and Tenn., also Gulf Ports for export effective April 30.

C. & A. in Sup. 2 to 28-D gives elevation and transfer charges on grain, absorption of loading and unloading charges on livestock, maximum and minimum weights, rules governing the furnishing of grain doors, also miscellaneous local rules and exceptions to classifications at stations at or via the C. & A., effective Mar. 12. (This tariff applies only to interstate traffic.)

C. R. I. & P. in Sup. 9 to 29329-D gives the local, joint and proportional rates on grain, grain products and seeds between Albright, Neb., Armourdale, Atchison, Kan., Council Bluffs, Ia., Kansas City, Mo., Leavenworth, Kan., Omaha, Neb., St. Joseph, Mo., South Omaha, Neb., Sugar Creek, Mo., and stations on the C. R. I. & P., C. B. & Q., and the M. P. and stations in Ill., Ind., Ia., Minn., Mo., S. D. and Wis. Issued on Mar. 18 on order of the Interstate Commission.

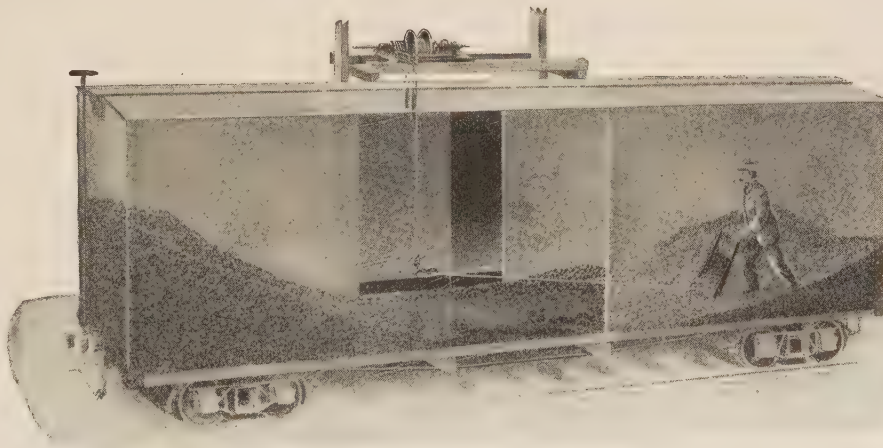
C. R. I. & P. in Sup. 16 to 22000-F gives the local, joint and proportional rates on grain, grain products and seeds between Chicago, Moline, Peoria, Rock Island, Ill., Burlington, Clinton, Davenport, Keokuk, Muscatine, Ia., Minneapolis, Minnesota Transfer, St. Paul, Minn., and other stations named under Index Nos. 1 to 2116, inclusive, and in Items Nos. 200 to 310, inclusive, of tariff, as amended, and stations on the C. R. I. & P. and connections in Ill., Ia., Minn., Mo. and S. D., including Kansas City, St. Joseph, Mo., Council Bluffs, Ia., Armourdale (Kansas City, Kan.), Atchison, Leavenworth, Kan., Albright, Omaha and South Omaha, Neb., effective April 30.

AUTOMATIC POWER SHOVEL



THE MARK
OF QUALITY

WE MAKE
PROMPT
SHIPMENT



AUTOMATIC
IN ACTION

SIMPLE AND
POSITIVE IN
OPERATION

OVER 5000
NOW IN USE

POWER SHOVEL
CIRCULAR
No. 29B ON
REQUEST

SEND US YOUR INQUIRIES FOR

ELEVATING, CONVEYING AND POWER TRANSMITTING MACHINERY

CONTINUOUS AND ROTARY GRAIN DRIERS, ONE MAN LIFTS, WELLER "V" BUCKETS, COAL HANDLING EQUIPMENT

WELLER MFG. CO.
CHICAGO

NEW YORK

BOSTON

BALTIMORE

PITTSBURGH

SAN FRANCISCO

SALT LAKE CITY

Supreme Court Decisions

Directors of Co-operative Ass'n Liable.—In an action against a co-operative ass'n and the members of its board of directors on a note of the ass'n indorsed by the directors, evidence held to sustain a finding that the directors indorsed the note as individuals, and not merely as evidence of authority of the president and secretary of the ass'n to sign and issue it, apart from the presumption created by Negotiable Instrument Law, § 17, par. 6.—*Herring v. Farmers Co-op. Ass'n et al.* Supreme Court of Louisiana. 87 South. 271.

Measure of Damages for Poor Quality Delivered.—Where buyer who had had no opportunity to examine goods until delivered notified seller that a portion of the goods delivered were defective, and that he held goods for seller's order, and where, on seller's failure to take any action in regard to the goods, buyer sold goods in the open market at place of delivery for the market price prevailing at such place, buyer's measure of damages was based on such market price, and not market price at the seller's place of business.—*L. Teweles Seed Co. v. Fairbanks.* Supreme Court of Washington. 195 Pac. 40.

Settling Country Storage Tickets on Terminal Price Basis.—Where the storage tickets gave the plaintiff a right to demand grain at the terminals or terminal bonded warehouse receipts, and where the local cash buying was on the basis of future options, it was inequitable to credit the plaintiff on the basis of the future options instead of the higher cash price at the terminal market, where the defendant did not have the wheat on hand and was not required to buy wheat locally to fulfill its obligations under the storage tickets.—*Billings v. Doering Grain Co.* Supreme Court of North Dakota. 181 N. W. 54.

Buyer's Inability to Get Cars to Market Corn.—In buyer's action for seller's refusal to deliver corn on demand therefor some months after contract had been entered into, involving the issue of whether the contract was for immediate delivery, as claimed by seller, or for delivery when buyer could procure cars, as claimed by buyer, testimony that buyer had purchased corn from other customers, and was unable to get cars with which to market it, held properly excluded; the rights of the parties being determined by the stipulations of their contract, and buyer's inability to get cars to deliver corn purchased from others being immaterial.—*Sharpnack v. Schwertley.* Supreme Court of Iowa. 181 N. W. 249.

Bank Delivering B/L Without Payment of Draft Liable for Conversion.—In action by purchaser of draft on buyer with B/L attached against bank to which the draft and B/L had been forwarded with instructions to deliver B/L only on payment of draft, for conversion of the B/L, breach of warranty of the goods was not available as a defense, since purchaser of B/L was not a party to the sales contract between shipper and buyer and was not bound by warranty contained therein. Bank, which delivered B/L without requiring payment of draft, to which it was attached in violation of instructions of owner of B/L, was guilty of conversion of the B/L and the goods of which the B/L was the symbol.—*Market State Bank v. Farmers Savings Bank of Meservey.* Supreme Court of Iowa. 181 N. W. 486.

Shipper Can Include All Claims for Grain Door Lumber in One Suit.—A count of a complaint that plaintiffs tendered to defendant shipments in car lots, that defendant supplied ordinary box cars, and that plaintiffs were compelled to equip them with inside or grain doors, did not state more than one cause of action, by reason of the alleged failure of the defendant to furnish proper cars in 170 different instances, the count seeking recovery for the expense of the grain doors, and court did not err in refusing to require plaintiff to split the aggregate claim into its multitude of component fragments, and it was immaterial whether the duty of the defendant to furnish suitable cars had a common-law or statutory origin.—*Loomis v. Lehigh Valley R. Co.* Supreme Court of New York, special term. 186 N. Y. Supp. 700.

Carrier's Liability Not Limited When Only One Rate is Offered Shipper.—A carrier is not permitted to limit its liability for loss occasioned by its negligence where only one rate is offered to the shipper, so that he has no choice which can be made the basis of an estoppel, and therefore the provision of a B/L for ocean and land shipment limiting the value of the goods, even if it be construed to have been carried into the uniform B/L for the land shipment, does not limit the land carrier's liability for loss resulting from its negligence, where its rate schedules stated only one rate for those goods.—*Union Pacific R. Co. v. Burke.* Supreme Court of the United States. 41 Sup. Ct. Rep. 283.

Buyer's Duty to Give Prompt Notice of Rejection.—"It is the duty of the buyer to act promptly in making an examination of goods sent on his order, to see whether they comply therewith, and to give prompt notice to the seller of their rejection, if found defective, if he intends to avail himself of that remedy." Where a buyer, upon reception of goods sent on his order and after inspection of the goods, telegraphed immediately to the seller that he found them defective in certain particulars, but did not explicitly state that for this reason he rejected them, a letter, written by the buyer on the second day after the sending of the telegram, confirming the rejection and making clear and certain the rejection of the shipment, was admissible as evidence in behalf of the buyer: (a) As a part of the res gestæ of the transaction; and (b) as relating to the question of due diligence in giving notice of the rejection of the goods.—*Fair & Martin v. Brewer.* Court of Appeals of Georgia. 106 S. E. 22.

Carrier Liable Tho Shipper Neglected to Mark All Freight.—Where railroad by haste in moving freight prevented shipper from properly marking the freight, and where the railroad received such freight not properly marked, and issued a through bill of lading therefor, which did not show the markings on the freight, as required by the regulations of the company adopted under Act, Congress June 18, 1910 (U. S. Comp. St. § 8563[4]), it could not avoid liability for loss, under Act Congress March 4, 1915 (U. S. Comp. St. § 8604a), on the ground that the shipper did not mark the freight as required. Shipper's failure to mark a portion of the freight shipped as required by regulations would, in no event, relieve the carrier from liability for loss of the properly marked freight. In shipper's action for loss of freight, the carrier, seeking to avoid liability because of shipper's failure to mark the freight as required by regulations had burden of proving what portion of the freight was not so marked.—*Grammes v. Central R. R. of N. J.* Supreme Court of Pennsylvania. 112 Atlantic 532.

Off Grades Not Applicable Unless so Contracted.

Smith Bros. Grain Co., of Fort Worth, Tex., plaintiff, v. W. I. Orth & Co., Oakland, Cal., defendants, before Arbitration Com'te No. 1 of the Grain Dealers National Ass'n, composed of C. D. Sturtevant, O. F. Bast and J. R. Murrell, Jr.

Smith Bros. sold a car of kafir under the following confirmation: "We confirm exchange of wires with you and the sale of one car of No. 2 white kafir at \$3.00 per cwt. basis delivered Oakland. This car has been sold to us to be No. 2 kafir and we have bought it with the understanding that there will be a 5c per cwt. dock if it should grade No. 3; and that it would not be acceptable to us if it was not good, sound, bright white kafir suitable for seed. We have sold it to you on the same basis. It is coming from one of our best shipping connections and we believe that it will prove to be entirely satisfactory. It is now rolling into Ft. Worth and we will have it officially graded here and will divert it just as soon as we can ascertain that it will grade No. 2."

Defendants declined to pay draft because no inspection certificate was sent.

The com'te held: Defendants thruout acted strictly within their rights in handling this deal. Plaintiff had wired them that the car graded number two, but demand draft was drawn, unsupported by inspection certificate. They wired to have draft held for arrival and inspection and received evasive replies; in response to their direct inquiry as to grade at Fort Worth, plaintiff stated the car was not graded, although the evidence submitted leads the com'te to believe the car was inspected at Fort Worth, and as it was on track at Fort Worth at the time and for more than a week thereafter, it could have been inspected if plaintiff had so desired. The evidence also shows that defendant was continually tracing the car and finally located it and told plaintiff where it was. The draft was protested January 26, allowed to remain in the Oakland bank until February 10, but when the car arrived on February 17 and defendant tried to obtain inspection of the car and pay the draft, it had been withdrawn.

Plaintiff claims that as the car graded No. 3 in Oakland, defendant was obligated to accept it on contract at the market difference, in accordance with general custom. While it is true that it is customary in most terminal markets to make contracts providing for the application of off grades at market date of arrival, it is doubtful if seller can demand such application, even in terminal markets, unless so provided in the contract. A custom, to be general, must be of universal application in the locality involved and in the absence of proof of such universal custom in Oakland or San Francisco, the com'te must necessarily interpret this point in the light of Trade Rules No. 26. We find for the defendant.

CATTLE POPULATION of France instead of being on the decrease, as in many other countries, is on the increase, according to Consul General Thackara, at Paris. There are now in France 12,775,000 cows and oxen, compared with 12,668,000 before the war, in 1913. Horses have also increased from 2,205,000 in 1913 to 2,413,000 horses now. The increase in cattle numbers would have been greater had not so many died in the last few years from the foot and mouth disease.

New Tax Law in Nebraska.

Senate File No. 65 is a bill of 72 pages making many changes in the tax laws of Nebraska and is opposed by all merchants who have given it any study. The Omaha Chamber of Commerce declares this measure is unequal and unjust in many of its provisions and attempts to vest arbitrary power in the hands of state officials, and that its defects cannot be cured by hastily contrived amendments at the close of the session.

One provision will require men who buy and sell grain to be assessed the full amount of all the purchases and sales for the year, and they will be required to pay taxes on that amount, although their actual capital invested may be much less.

Another part of the law will make those business men who have incorporated their business, pay a double tax. Their property will be turned in the same as is the property of individuals and firms, and, in addition to that, there will be a four mill levy on the shares of stock which they hold in their business.

How greedy the tax eaters are becoming.

OWEN L. COON Railroad Claim Attorney

Transportation Building
CHICAGO

15% of amount collected on claims not yet declined.
33 1/3% of amount collected on declined claims and claims sued upon with your consent.

Representing Sixteen State Grain and
Livestock Shipping Associations

SEEDBURO QUALITY
TRADE MARK
GRADING EQUIPMENT
IS THE BEST AT LOWEST PRICE.
IT WILL PAY YOU TO USE THE
OFFICIAL BROWN-DUVEL MOISTURE
TESTER, A FULL LINE - PROMPT SHIP-
MENT, ASK FOR CAT. NO. 32.
SEED TRADE REPORTING BUREAU
POSTAL TEL. BLOC. CHICAGO

Railroad Workers Profiteer at Expense of the Investors.

BY B. J. DRUMMOND, TRAFFIC MANAGER, CINCINNATI GRAIN AND HAY EXCHANGE.

The shippers' dollar buys less transportation service today than ever before. With prices of hundreds of commodities at or closely approaching pre-war levels transportation service is being furnished at rates 100% higher than five years ago. The record is replete with instances that show rail rates consume the entire profit of the producer. So-called low grade commodities such as hay, when shipped to comparatively near-by markets, bring prices that leave the producer little if anything after transportation charges are deducted. Thousands of tons of food products are not moving under existing rates, as experience has shown that the freight charge exceeds the value of the produce. Both the carriers and shippers are in agreement that rates have reached the saturation point; in other words, are greater than the traffic will bear.

Many railroad traffic men now fear that before expenses can be reduced so as to permit lower rates many lines of production will be localized to such an extent that lower rates will not restore traffic movements to former volume over the old distances. Railroad profits are gleaned from the long haul. Excessive terminal expenses in our congested trade centers renders short-haul transportation unremunerative and the carriers are generally willing to leave that business for the gasoline truck. With high rates tending to localize production the carriers are worrying over the prospect of losing the long-haul business.

Many sections of the country are already reducing the acreage planted to crops which have heretofore produced a surplus for shipment and are planting instead such crops as have formerly been imported. A striking example is the shortening of the cotton crop in the southern states, which are by nature best suited to producing cotton. The northern states cannot produce it, but they can and do produce a surplus of grain and hay, which has until the present found a ready market in the southern states from Georgia to Arizona. Transportation rates during the past six months has added to the cost of delivering these products in the south until the southerner is for his self-preservation curtailing the production of cotton and raising his own grain and alfalfa.

The records of the Cincinnati Grain and Hay Exchange, which serves as a connecting link in the merchandising of grain and hay into the South, show a decrease in volume of business moving into that section. At a recent conference of traffic men in St. Louis testimony was introduced to the effect that one shipper from Iowa had moved some 350 carloads of grain products into the Mississippi Valley territory in the six months prior to August 20th, 1920, the date of the last rate advance, while subsequent to that date not a single carload had moved. Many manufacturing businesses are relocating nearer sources of production and sale, all of which will shorten the haul of raw materials and product.

The increased consumption of canned milk in the East has been noted. This has been made necessary owing to the excessive cost of importing feed for dairy cattle. These and hundreds of typical instances offer a reason why there are today approximately 400,000 idle freight cars standing on side-tracks accumulating rust. It also explains why the operating forces of the carriers are being reduced as rapidly as possible. Locomotives and train crews are unnecessary to move idle cars.

If the stockholders and brotherhoods wish the support of the shipping and traveling public, they should step out and express a willingness to permit the making of rates

that will encourage the movement of traffic; the utilization of the plant to its fullest extent and then agree to accept compensation on the basis of a distribution of the net revenue, after deducting from the gross receipts the cost of all other expenses, exclusive of dividends and wages, in proportion to the capitalized value of their contribution to the business, which, as is shown above, could be on the basis of 25% to money and 75% to brains and brawn. If the figures for 1920, as put out by the Interstate Commerce Commission, were adjusted on this basis the following would be the result:

The gross operating revenue of the class 1 roads was \$6,225,402,762; the cost of materials, supplies and other miscellaneous items aggregated \$2,919,650,696; taxes, rentals, claims, etc., totaled \$336,940,867, leaving \$2,968,811,199, which had it been divided on a 3-to-1 basis, would have given the brain and brawn investors \$2,226,608,400 and the money investors \$742,202,799. The actual division was, however, \$3,599,746,000 to the workers and \$62,264,421 to stockholders. This thoroughly demonstrates that brains and brawn profiteered at the expense of the money investors to the extent of about \$1,373,000,000, based on a capitalized valuation. Some may criticize the deduction of taxes, rental charges, etc., before prorating, but that is justified on the ground that money, brains and brawn are partners in the business and as such should contribute to these expenses so that each bears its proper proportion.

The compensation of these three essential elements on the basis of capitalized value would secure closer co-operation, looking to the elimination of drones, padded expenses, unnecessary overtime, unwarranted expenditures, burdensome working rules, etc., thus bringing into being a more efficient organization capable of reducing the cost of transportation and making rate reductions that would permit a resumption of traffic movements over the long haul, the result of which would be increased earnings and consequently larger amounts to be distributed between the workers.

Books Received

FUTURE TRADING. The statements of J. P. Griffin, pres. of the Chicago Board of Trade, and of B. L. Hargis, pres. of the Kansas City Board of Trade, Jan. 14 and 15, before the Com'ite on Agriculture of the House of Representatives, have been reprinted in a pamphlet of 59 pages, showing the economic necessity and benefits of the present system of trading in futures on the exchanges. Issued by the Board of Trade, Chicago, Ill.

RETURN TO PRE-WAR PRICE, is it possible? is a well written pamphlet of 16 pages by J. E. Carney, calling attention to the fact that "the future payment of private and public gold bearing obligations in gold coin or its equivalent gold value is becoming not only improbable, but impossible," and the natural deduction is that if our currency is to be thus inflated until after debts have been paid it will not be possible to return to pre-war prices. The Bartlett-Frazier Co., Chicago.

THE CHICAGO BOARD OF TRADE, What It Is, What It Does, is a handy pocket size book which explains the economic functions of a market, tells how the Chicago Board of Trade operates, explains briefly the requirements for membership, defines such grain trade terms as "hedging," "short selling," "future trading," "raids," "manipulating," "corner," etc., tells about the speculator and his value to the grain trade and the value of speculation as a whole, and quotes the opinion of J. W. Shorthill, Sec'y of the Nebraska Farmers' Co-operative Grain & Livestock Ass'n on the value of speculation and future trading. In conclusion is given a short history of the grain trade in this and in other countries. Paper, 80 pages, by James E. Boyle, Ph. D., Professor of Rural Economy, College of Agriculture, Cornell University.

HESS

GRAIN DRIERS CONDITIONERS

Moisture Testers and Accessories

DOCKAGE SIEVES and SCALES

EMERSON KICKERS

Grain Testing and Sampling Apparatus

Write for free booklet.

HESS WARMING & VENTILATING CO.

907 Tacoma Building
CHICAGO



Kill Rats

NEW WAY

In France the World's greatest laboratory has discovered a germ that kills rats and mice by science. Absolutely safe. Cannot harm human beings, dogs, cats, birds, chickens, or pets. Quickly clears dwellings and outbuildings, with no offensive after effects. It is called Danyasz Virus.

Get our free book on rats and mice telling about VIRUS and how to get some.

Free Book H. P. Virus, Ltd. 121 West 15th Street, New York

This space is yours

If you are the first to apply for it.

Patents Granted

1,372,147 Bag Holder. Max T. Klos, Wausau, Wis. In this holder a ring is attached to a stand. The bag is held by a system of spring fingers and another ring is provided which fits tightly around the first ring by means of the spring fingers.

1,371,877. Grain Car. Sandy Dukes, Beaumont, Tex. This car, for the transportation of grain, has a bottom that slopes toward the

is supported by two of the legs. From one end of the shaft and reaching to the next leg is an inclined shaft and extending from the end of that shaft is another inclined shaft. The same system extends from the other end of the horizontal shaft. This arrangement of the shafts or rollers provides a trough for the movement of the belting.

"Clean Mills and Elevators Do Not Explode."

This is the slogan adopted some years ago by the Mutual Fire Prevention Bureau.

The Government investigation as to the causes of dust explosions are all commenda-

grain could then be stored with very little probability of dust explosion in the main part of elevator.

In conclusion let us repeat the slogan: "Clean Mills and Elevators Do Not Explode."

Insurance Notes.

THE MUTUAL Fire Prevention Buro is now located in its new home at 230 East Ohio St., Chicago, Ill. The Oxford, Mich., office has been discontinued.

THE MISSOURI Workmen's Compensation law, generally known as the compromise measure between the representatives of the Missouri Federation of Labor and the Employers Ass'n has been approved by Governor Hyde.

INDIANAPOLIS, IND.—The Grain Dealers Fire Ins. Co. at its recent meeting elected F. A. Derby of Topeka, Kan., to succeed H. Work, and A. N. Steinhart of Indianapolis to succeed the late Lee G. Metcalf, as members of the board of directors.

Reduce Elevator Insurance Rates for Explosion and Riot.

A new series of insurance rates for grain elevators have been established by the Explosion Conference of interested insurance companies.

The rate for explosion insurance has been reduced from 50 to 35 cents and the rate for riot and civil commotion has been reduced from 60 to 45 cents for brick elevators and from 65 to 50 cents for elevators that are not of fireproof construction.

Policyholders wishing to take advantage of the new rates are given permission to cancel and take out insurance at the new rate provided the same or larger amounts are insured.

Why Australians Still Oppose Bulk Handling.

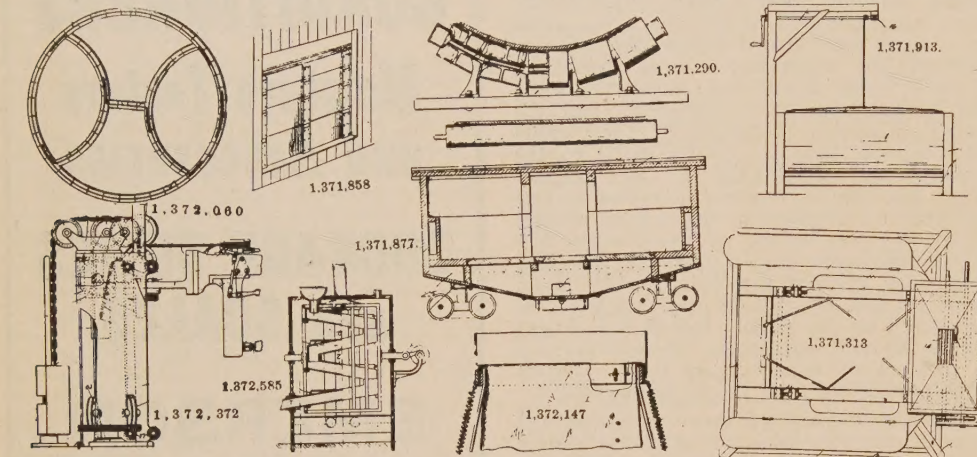
While the bulk handling of grain in Australia has made a favorable impression in some sections of the commonwealth many are still opposed to its adoption.

One of the most strenuous objectors is the farmer who hates to take up the new method of handling, preferring to use sacks as heretofore. Many continue to hold this prejudice in spite of the fact that in the 10 years ending 1920 the Australian government alone spent £12,000,000 on sacks, many of which were used for the storing of grain.

Other opponents are the exporters, who claim that Australia's best grain customers are countries that have no facilities for bulk handling of grain when it arrives at their ports.

To prove their statements they point out that in 1918 Japan was one of the largest purchasers of Australian grain, and the importers preferred to have grain in sacks.

During 1918, 1919 and 1920, Japan has purchased on an average approximately 1,400,000 bus. of Australian grain annually.



middle. At the middle point, where the two slopes converge, is an inclosed space, provided with numerous discharge openings and closures.

1,372,060. Grain Storage Bin. Zeb Wirt, Kansas City, Mo. Blocks laid in courses form this bin. Thru the middle of a large circular bin is a short straight wall connecting two curved walls. The ends of these curved walls about the larger circular wall and in this way four bins are formed. At each point of connection is an inner bracing.

1,372,585. Drying Apparatus. Zenk Yamamoto, Tokyo, Japan. A casing incloses this drier. The grain or other material is dried by forcing it thru a zig-zag chute contained within a heated casing. At intervals are openings in the chute for permitting warm air to come in contact with the grain or other material being dried.

1,371,858. Grain Door. D. C. Campbell, Winnipeg, Man., Can. This door is made up of wide lower sections and narrower upper sections. The sections are beveled at one end so they may be forced into a retaining means on the side of the car door. On one side of the door are plates engaging the sections and on the other side are reinforcing strips.

1,371,313. Bean Separator. Leonard Kunderling, Sebewaing, Mich. A framework supports this separator. Within the framework is a conveyor over which is arranged two pairs of arms spaced away from each other. One pair is of angular formation and the other straight. The beans are received from the straight arms by the angular arms as they move along on the conveyor.

1,372,372. Apparatus for Sewing Filled Bags. Dudley Seymour, Oak Park, Ill., assignor to the Union Special Machinery Co., Chicago, Ill. In this apparatus filled bags resting on a platform are sewed by a needle operating horizontally from an overhead sewing head. The head is so arranged that it may be raised, lowered or swung out of the way. Means are provided so that the sewer operates at all positions.

1,371,913. Grain Pickler. E. N. Leizert, Saltcoats, Sask., Can. In this pickler a main tank holds the pickling solution and a perforated immersion tank holds the grain to be treated. A mechanism provided raises, lowers and turns the immersion tank about an axis. The immersion tank is built so it is higher at the center than at the sides and the main tank is provided with means for the discharge of the pickling solution.

1,371,290. Belt Supporting Pulley System. Walter J. Armstrong, Columbus, O., assignor to the Jeffrey Manufacturing Co., Columbus, O. This troughed conveyor for belting is held in place by four vertical legs resting on a supporting base. A small horizontal center shaft

ble, and Mr. Price is to be commended for his comprehensive and conclusive investigation and recommendations. However, as long as elevators and mills are filled with highly explosive dust there will be agents to touch it off. The one remedy is control of dust.

Mr. Price passes over the one big point when he says, "In cases where regulations will not permit of a dust-removing and collecting system, etc." As we understand it he refers to the Board of Trade regulation, which prohibits public elevators from cleaning grain before it has been weighed. It would seem to us that this one regulation may be responsible for a large proportion of the enormous loss of life and property, which the grain business has been subjected to in the past. The regulations are such that the operators of a public elevator are discouraged from doing any cleaning or dust removing whatsoever.

Is not this an exceedingly short-sighted policy? Would it not be better if the regulations were such that the elevator operator could not afford to do other than provide a cleaning department especially constructed, and so cut off from the main elevator as to confine any possible dust explosion occurring therein to such cleaning department?

This building could be constructed of large window area, thin walls or sheet iron on iron, with elevators vented to roof and the possibility of large dust explosion damage could be practically eliminated. The cost of construction of such a house would be less than one of the regulation concrete. Clean

You Can Not Afford to Be Without Fire Protection



Our 50 gallon Metal Fire Barrels will save you any worry. Complete with 3 buckets hung on hooks and submerged in anti-freeze solution ready for instant use.

Write for full particulars to

CARBONDALE CALCIUM COMPANY
CARBONDALE, PENN.



Western Grain Dealers Mutual Fire Insurance Company

DES MOINES, IOWA

J. A. KING, President Geo. A. WELLS, Secretary

Write for Information Regarding Short Term Grain Insurance

ORGANIZED 1902

TRI-STATE MUTUAL GRAIN DEALERS FIRE INSURANCE COMPANY

LUVERNE, MINN.

We are now returning 60% of the Deposit Premium.

Average return for 19 years 50%.

Provisional Grain Insurance is 100% protection, write for information.

E. H. MORELAND, Secretary

LIGHTNING

Has caused **501 FIRE LOSSES** during the past eleven years on **UNPROTECTED RISKS** insured by the Ten Mill & Elevator Mutual Fire Insurance Companies maintaining this bureau.

That part of the **LOSS** covered by insurance amounted to nearly **\$1,000,000.**

NOT ONE LOSS has been reported on a building having **APPROVED LIGHTNING PROTECTION.** The insurance saving on your elevator or warehouse makes the protection of your property a sound business proposition.

Ask for Standards and Specifications.

MUTUAL FIRE PREVENTION BUREAU

230 E. Ohio Street, CHICAGO, ILL.

Formerly Oxford, Mich.

Wagon Loads Received

A book for the use of country grain buyers in keeping a record of grain received from farmers. Some dealers record oats receipts in front and corn receipts in the back of book; others use a separate book for each kind of grain.

Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents and Remarks.

The book is 9½x12 inches, 160 pages, 20 lines to each page, giving room for recording 3,200 loads, printed on Linen Ledger Paper and is well bound in strong board covers with leather back and corners. Order Form 380. Price, \$3.00

GRAIN DEALERS JOURNAL

305 South La Salle St., CHICAGO, ILL.

Hartford Transit Live Stock Insurance

turns dead cattle from a liability into an asset.

No matter how killed or injured while in transit, you are fully recompensed in actual cash for the value of any animal so lost when insured in the Hartford.

Surely, that's a worth-while protection for you to consider.

It means possible liabilities are turned into positive assets.

Get your Hartford Transit Live Stock Insurance before you ship.

For particulars address

Hartford Fire Insurance Company



Live Stock Dept.

R. H. West, Jr., Gen. Man.

39 South LaSalle St.

CHICAGO, ILL.

To the Grain Trade—

It is but to give expression to a self-evident fact to say that the grain business is one of the most important factors in the economic life of the nation. It is entrusted with the duty of handling the basic food supplies of the people, and charged with the responsibility of distributing them in a proper and efficient manner. We believe we can freely say that the grain trade has performed this service to the best of its ability.

But as grain men, and as officers and directors of the Grain Dealers National Mutual Fire Insurance Company, the future concerns us as it must concern every man with the interest of his country at heart. In pre-war days, our energies were exerted for the most part in the development of the nation. We built quickly, as we were compelled to do by the very force of our growth. We gave little heed to the conservation of our resources. One result of this is that five-sixths of our original timber is already gone. We are destroying what is left at the rate of three million acres a year. We are cutting four times faster than we are reproducing. It does not require much foresight to determine where this will lead us to. And as it has been with our forests, so has it been with most of our natural resources.

It is obvious, therefore, that conservation is the big problem before us; and this can be met in no better way than in doing what we can to reduce the fire loss of the country, which has become little less than a national disgrace. It must be plain to even the most casual thinker that a building destroyed by fire is destroyed forever; that the value represented thereby reduces the working capital of the nation to that extent; that to replace the burned material must have an effect on the market. When we consider that the fire loss of the country for 1920 was more than \$300,000,000, the effect is more apparent. And it is not only the fire loss itself that must be looked at; there is yet to be considered the loss of life and the economic loss due to the disturbance of business, to say nothing of the cost of maintaining fire departments and other fire fighting equipment. The total will run easily to \$750,000,000.

With a hungry world staring us in the face, is this not sufficient to make us stop and think? Some of us may still harbor the delusion that it doesn't matter, as the fire insurance companies foot the bill. Of course, they do nothing of the sort. Fire insurance is nothing more than an institution for distributing the loss. **The bills are all paid by the policyholder.** A fire insurance company cannot replace a burned structure. It has been said on good authority that 80% of fires are due to carelessness

and are therefore preventable. That being true, what good reason is there for the appalling waste that goes on in this country every day? We must put a stop to it, not only for our own benefit, but for the benefit of future generations.

The grain man, entrusted as he is with the food supplies of the country, has a special duty to perform. Fire is always a calamity; but the careless destruction of food products is little short of a crime. From the statistics we have gathered, we find that at least 200 to 250 country elevators are destroyed by fire every year. The record of the "Grain Dealers Mutual" during the past eighteen years shows that fire losses in elevators can be materially reduced by better construction, more care, and the installation of proper fire fighting devices. With this record before us, we cannot do less than urge the grain trade of the country to lend its aid in every way to the cause of fire prevention. The burning of these elevators is a direct charge on the business, and is certainly reflected in the cost of handling grain, and as a consequence adds to the cost of food products. This charge should be wiped out, or at least reduced to the minimum.

Fire Insurance acts as a stabilizer of business through the distribution of the loss; but where the business is conducted solely for the profit of those engaged in it, it seldom seeks to reduce the fire waste, and thereby reduce the heavy burden of the insurance cost.

The "Grain Dealers Mutual" was organized in 1902 to serve the grain trade in reducing the number of elevator fires. At that time the average cost of elevator insurance in stock companies was \$31.00 per \$1000, and we went through the first year at 80% of that cost. By 1912, through improvements and better construction, our average basis was reduced to \$27.30 per \$1000, and our cost to 60% of that rate. In 1916 the average basis rate was \$26.80 per \$1000, and the cost 45% of that rate. In 1920, the average basis rate was \$25.40 per \$1000, and the cost 35% of that rate.

The reduction in the average basis rate from \$31.00 to \$25.40 represents the improvements in the physical features of elevators. The reduction in cost from 80% to 35% of the basis rate, represents the co-operative effort of our policyholders in reducing the number of fires. The members of this company have thereby saved over Five Million Dollars in their insurance cost.

The cost of operating a grain business is an element affecting competition both at home and abroad. The outlay for insurance is one of the main items in the cost of operation; but this can be met by proper attention to fire prevention work. For it is only through a reduction in the number of fires that the insurance cost can be permanently reduced. It is here that the "Grain Dealers Mutual" with the work it has done and is still doing in country elevators has been a valuable aid to the grain trade. Its facilities and experiences are open to any elevator man, whether a member of the company or not, and as fire prevention is something that vitally affects the grain business, we hope that many calls will be made on the Company. Better Construction and More Care Means Fewer Fires.

J. M. W. Cord.
Pres.

W. H. Reynolds
Vice Pres.

J. W. Sallie Treas.
C. A. McCallister, Sec'y.

A. H. Steinhart

Charles S. Clark
V. E. Butler

F. A. Derby
P. E. Goodrich